

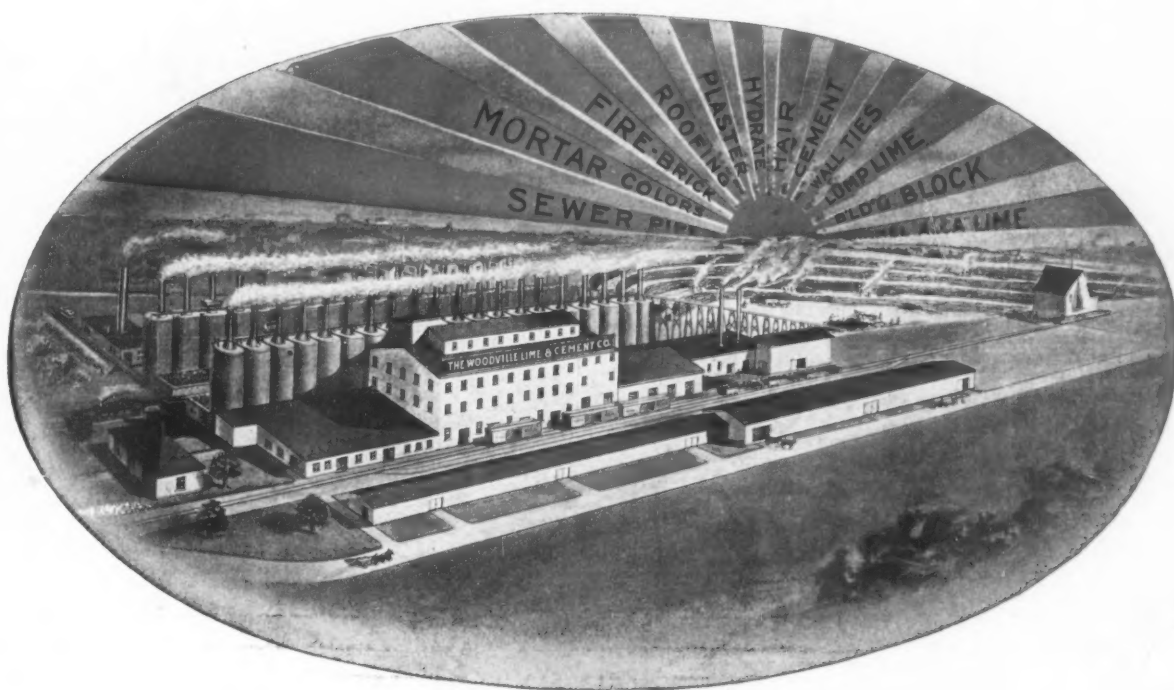
# Rock Products and BUILDING MATERIALS

INCORPORATING DEALERS BUILDING MATERIAL RECORD

Volume XIV.

CHICAGO, ILL., OCTOBER 7, 1914.

Number 11.



## "THE BEST UNDER THE SUN"

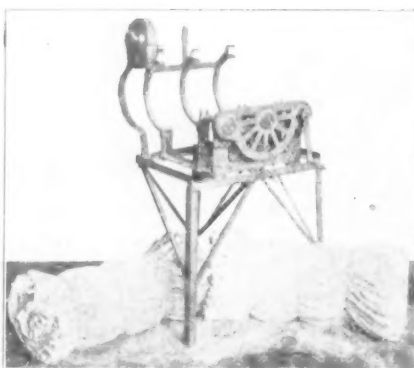
MANUFACTURERS OF

White Enamel Finish Hydrated Lime  
White Lily Finish Hydrated Lime  
Polar Bear "Alca" Stucco  
Enamel "Alca" Plaster  
Lump Lime

WHOLESALEERS OF

Hard Wall Plaster  
Keene's Cement  
Mortar Colors  
Sewer Pipe  
Roofings

**The Woodville Lime & Cement Company**  
1341-50 Nicholas Bldg., Toledo, Ohio



## Bag Bundler

IT COUNTS 'EM AND  
BUNDLES 'EM

Saves Time  
Eliminates Errors

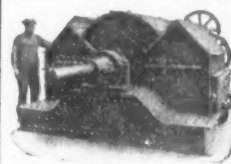
A few of our many customers say:

"It does the work of three men."  
"Will shortly order three more."  
"Would not take three times what we paid for it."  
"It is a wonderful money saver."

Write for prices

**The Faerberhill  
Manufacturing Co.**  
1392 East 40th St., CLEVELAND, O.

Agents wanted in every city. A side line for machinery and builders supply salesman.



## "PENNSYLVANIA"

**Hammer Crushers** For Crushing and Pulverizing Lime, Limestone, Gypsum, Marl, Shale, Etc.

Main Frame of Steel, "Ball and Socket" Self-aligning Bearings; forged Steel Shaft; Steel Wear Liners; Cage adjustable by hand wheel while Crusher is running.

No other hammer Crusher has such a big Safety Factor.

**Pennsylvania Crusher Co.**

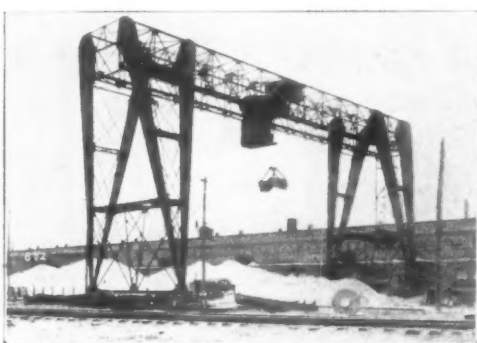
New York

PHILADELPHIA

Pittsburgh

**DEXTER** Portland Cement  
THE NEW STANDARD

Sole Agents **SAMUEL H. FRENCH & CO.** Philadelphia



Special Sand Handling Gantry Crane built for the Edward Ford Plate Glass Company, Toledo.

## SOLVING THE PROBLEM

of how to handle your raw materials in the quickest, cheapest and best manner is easily accomplished if you do it the

## "McMYLER INTERSTATE WAY"

Our engineers are ready to co-operate with you and show you how. It is a **real service** in which they take considerable pride, and it is yours for the asking.

**The McMyler Interstate Company** Dept. P-2 Cleveland, Ohio

Products—Locomotive Cranes—All type of Buckets for every purpose—Elevating and Conveying Machinery, etc.

New York

London

Chicago

## THE WHITACRE FIREPROOFING CO.

Manufacturers and Erectors of

## Hollow Tile Fireproofing

The Largest Independent Manufacturers of Hollow Tile Fireproofing in the United States.

All our Ohio Product is Manufactured from Pure Ohio Fire Clay.

All Size Partitions, Jumbo and Hollow Brick.

Our heavy Dove Tail Hollow Blocks are designed especially for fireproof residences with stucco finish. They are suitable for any part of the building and are adapted to the various architectural designs.

**Without Our Estimate You Have  
No Competition**

General Office: Waynesburg, Ohio

Chicago Office: Sales Department, 538 So. Dearborn St., Chicago, Ill.  
Factories: Waynesburg, Ohio; Malvern, Ohio; Chicago Heights, Ills.



A Dependable Product

Sold Thru Dealers

**Wheeling Wall Plaster Co.**

WHEELING, W. VA.

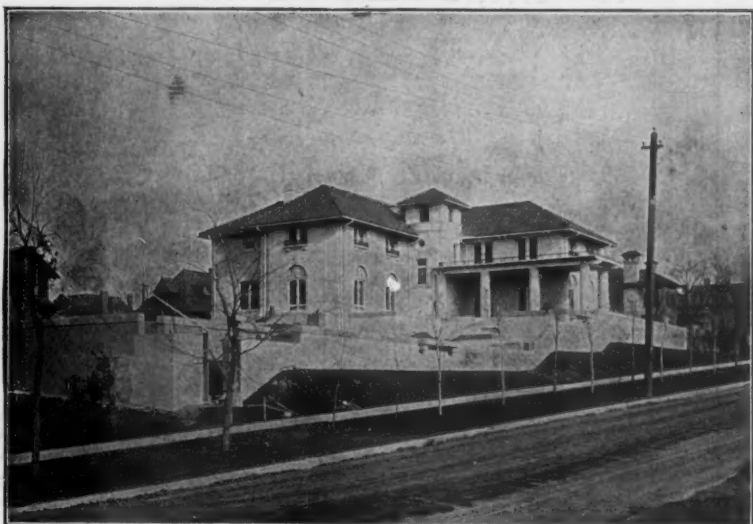
Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS











## MEDUSA WHITE PORTLAND CEMENT

Used on Walls and Residence of  
Guilford S. Wood, Denver, Colo.  
Biscoe & Hewitt, Architects

Medusa White Portland is unexcelled for building ornamentation, stucco, concrete building blocks, interior decoration, statuary, cemetery work, parks and grounds, tile, mosaic, setting marble, limestone or brick, etc.

### MEDUSA IS THE FIRST TRUE WHITE PORTLAND CEMENT EVER MANUFACTURED

*Medusa White Portland Cement can be used for exterior as well as interior work, is perfectly white in color and stainless. Guaranteed to be a high testing Portland, passing standard specifications. Medusa has been used by the U. S. Government in over 50 buildings in the past few years, and also in work on the Panama Canal, and shipments have been made to all parts of the globe.*

Write for free illustrated and descriptive booklets and samples of

Medusa Waterproofing

Medusa White Portland Cement

Medusa Waterproofed White Portland Cement

**SANDUSKY PORTLAND CEMENT CO., Sandusky, Ohio, U. S. A.**



## Do You Handle Bakup and Partition Tile?

Our "Minerva" Bakup and Partition Tile are made from high-grade "Ohio" Fire-clay and we have a nice stock on hand from which we can make prompt shipments.

Those who have used our Minerva Tile are our references.

You ought to get our prices.

**The Metropolitan Paving Brick Co.**  
Canton, Ohio

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

For the biggest kind of building work, or the smallest

## Marquette Portland Cement

has proved itself sound, reliable and 100% efficient—over and over again. A dealer who carries Marquette is going to build up the right kind of a trade. He will like to do business with us; we believe that the Science of business is the Science of Service.

The green guarantee tag on every bag of Marquette Portland Cement means we have made it better than government specifications; as much better as possible.

*Look for the Green Tag.*

Marquette Cement Mfg. Co.  
1335 Marquette Building  
Chicago

## NORTH-WESTERN PORTLAND CEMENT



The Reliable Portland Cement

A Portland Cement for the  
NORTHWEST

North-Western States Portland  
Cement Co.  
MASON CITY, IOWA

## Best Bros. Keene's Cement

*The Plaster That Stands  
Hard Knocks*

The permanent plaster for interior walls.

May be retempered as often as necessary.

Makes a perfect bond on concrete, brick,  
tile or lath.



**The Best Bros.  
Keene's Cement Co.**

Established 1889  
Dept. A, Medicine Lodge, Kansas  
NEW YORK CHICAGO



It is a fact that the contractors who are using the most "CHICAGO AA" Portland Cement, are the ones who have been using "CHICAGO AA" longest.



Mr. Dealer

**You Ought to Cash in on  
The Money Making Qualities of**

## MONARCH HYDRATED LIME

You cannot create a market for lime where there is no necessity.

But you can get lime business that would go elsewhere, by handling Monarch Hydrated Lime.

The Lion Head trade mark means you take no chances in recommending it. It's slaked and screened when you get it, it's the pure essence of Limestone.

Monarch advertising service helps you make Monarch Lime sales. Write us today for full particulars.

**National Lime & Stone Co.**  
CAREY, OHIO

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

PETER MARTIN Pres. &amp; Gen. Mgr

JULIUS M. MARTIN, Asst. Gen. Mgr.

**Capital \$1,500,000****THE OHIO AND WESTERN LIME CO.**

Manufacturers and Wholesale Dealers in

**Ground Lime, Lump Lime, Fertilizer, Rock Wall Finish, Hydrated Lime, Cement, Plaster, Hair, Etc.****CAPACITY 8000 BARRELS PER DAY**

We have large stone crushers at various places. We make a Magnesia and high Carbonate of Lime. All of these limes are the very best on the market.

**THE LARGEST IN THE WORLD**

**WORKS AT** Huntington, Ind.; Fostoria, O.; Gibsonburg, O.; Sugar Ridge, O.; Tiffin, O.; Genoa, O.; Limestone, O.; Lime City, O.; Portage, O.; Marion, O.; Bedford, Ind.

**OFFICES AT**

Huntington, Ind.

Marion, Ohio.

**BANNER HYDRATE LIME****IS STILL IN LINE****NOT YET CENSURED BY  
THE WAR LORDS OF TRADE**

—FOR INFORMATION WRITE—

**NATIONAL MORTAR AND SUPPLY CO.**

A. H. LAUMAN, President

PITTSBURGH, PA.



**Beautiful Houses from Illinois to  
Massachusetts are Roofed  
with Reynolds Flexible  
Asphalt Shingles**

A multitude of pretentious residences in a score of states are giving ample proof of the long-lasting surface of Reynolds Flexible Asphalt Shingles.

Every type of modern home can be protected and beautified, at lower cost, with these time-

tried, weather-tested shingles. They withstand the ravages of driving rain, pelting hail, hottest sun and heaviest snow without warping, cracking, splitting, curling or blowing off. Sparks cannot set them on fire. Long Exposure cannot dull their rich color. Adaptable to every style of pitched roof, and make possible unusual architectural effects, such as roll edges, thatch effects and rounded corners.

**Reynolds Asphalt Shingles**

**Guaranteed for 10 years—will wear many years longer—  
Write for liberal agency proposition.**

Rough-surfaced weather defiers made of crushed slate or granite securely embedded in pure Asphalt. Natural colors of garnet, red or gray-green which never fade and never need painting. We are the original makers of flexible asphalt slate shingles and tested them for ten years before putting them on the market. They are uniform in size—8 ins. by 12½ ins.—and are laid 4 ins. to the weather. Easily and quickly laid.

Let us send you a booklet showing photographs of modern houses roofed with Reynolds Asphalt Shingles. Write for a copy TODAY.

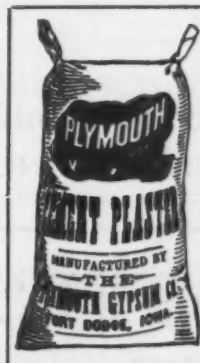
**H. M. REYNOLDS ASPHALT SHINGLE CO.**  
Original Manufacturer Grand Rapids, Mich.  
Established 1868 Members of National Builders' Supply Association

**TRY****The Thompson-Armstrong Co.****CINCINNATI, OHIO**

—FOR—

**Sewer Pipe, Flue Lining, Wall Coping  
Chimney Tops, Fire Brick, Fire Clay**

—ALSO DISTRIBUTORS OF—

**Peerless and Big 4 Hydrated Lime****PLASTER**  
**WOOD FIBER  
PLASTER**

**Fireproof Partition Blocks  
Sackett Plaster Board  
Steel Studing**

Known as Brands of Quality

WRITE US

**PLYMOUTH GYPSUM CO.**  
FORT DODGE, IOWA

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS



# **AMERICAN CEMENT PLASTER COMPANY**

General Offices: Lawrence, Kansas.

-:-

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Branch Offices: Columbus, Ohio. Ft. Dodge, Iowa.

MANUFACTURERS OF

**Wall Plaster, Wood Fiber Plaster  
Molding and Dental Plaster  
Finish Plaster  
Wall Board and  
Gypsum Partition Tile**

**AGENTS FOR BEST BROS. KEENE'S CEMENT**



United States Custom House and Postoffice, Omaha, Neb.  
KALLOLITE PLASTER USED

## **Kallolite Cement Plaster**

Was used on the Omaha Post Office, as well as many other

**Government and Public Buildings.**

Kallolite Cement Plaster is manufactured from the Purest Gypsum Rock found in the United States as shown by last Government Report.

## **CARDIFF GYPSUM PLASTER CO.**

**Write for literature.**

**FT. DODGE, IOWA**

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS



# BRICK ROADS

**ALTON BRICK COMPANY**

- : - : -

**ALTON, ILLINOIS**

Makers of High Quality Brick for  
**ROADWAYS AND PERMANENT BUILDINGS**  
 REPPRESSED AND DUNN WIRE CUT-LUG BLOCK.

**"WORK SCENES"**

a new publication illustrating the fundamental steps of  
 brick pavement construction, may be had for the asking.

**NATIONAL PAVING BRICK  
MANUFACTURERS ASSN.**

|| WILL P. BLAIR, Secretary CLEVELAND, OHIO

F. LAWSON MOORES, President

W. W. CONEY, Sec'y &amp; Treas

Factory:

**ZANESVILLE, OHIO****THE HARRIS BRICK COMPANY**

Office: St. Paul Building

**CINCINNATI**

Manufacturers of  
**VITRIFIED SHALE BRICK, HARRIS PAVERS**

**THE METROPOLITAN PAVING BRICK COMPANY**

Manufacturers of "BEST PAVING BLOCK MADE"

**CANTON****OHIO****THE THORNTON FIRE BRICK CO.**

Use "Grafton" Shale or Fire Clay Block  
 for Permanent Pavements

**CLARKSBURG,  
W. VA.**

ROBERT W. HUNT

INO J. CONE

JAS. C. HALLSTED

D. W. McNAUGHER

**ROBERT W. HUNT & CO. ENGINEERS**

BUREAU OF

## INSPECTION TESTS AND CONSULTATION CEMENT & STRUCTURAL STEEL

INSPECTION OF ALL CONTRACTORS' EQUIPMENT NEW OR 2nd HAND—INSPECTION OF ALL MATERIALS OF CONSTRUCTION

**Tests of Paving Brick, Steel & Iron—Chemical Laboratories**

ESTABLISHED OFFICES IN

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MONTREAL

NEW YORK

PITTSBURGH  
VANCOUVERLONDON  
TORONTOST. LOUIS  
SEATTLE

MEXICO CITY

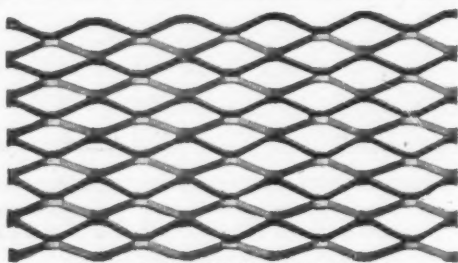
SAN FRANCISCO

**SAMSON CEMENT  
 SAMSON PLASTER  
 PEARL HYDRATED LIME  
 WATERPROOFING MATERIALS  
 BUILDERS' SPECIALTIES**

**SEWER-PIPE**  
 HOLLOW TILE  
 BUILDING BLOCK  
**HOUSTON-BROS. CO. PITTSBURGH**

**ROOFING SLATE  
 BLACK BANGOR AND  
 SEA GREEN  
 GENASCO & NIAGARA  
 ASPHALT ROOFINGS  
 ALL SLATERS' SUPPLIES**

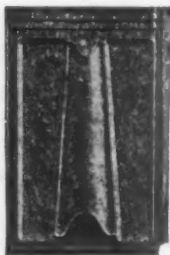
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SYKES EXPANDED CUP LATH  
SELF-FURRING  
HAS NO EQUAL FOR

### STUCCO WORK

Furnished with either an anti-rust (oil) coating, painted black or galvanized, packed in bundles containing 20 square yards, size of sheets 18x96 in.; in gauges 27, 26, 25 and 24.



### SYKES "IMPERIAL" SHINGLE.

SIZE 10 x 14 and  
14 x 20 INCHES.

We also manufacture all styles of roofing and siding, such as corrugated, v crimp, pressed standing seam, roll roofing, brick siding, weather board siding, beaded ceiling, etc.

# Sykes Metal Lath

Present opportunities for the dealers to double their sales in this line, as Architects are specifying and building contractors are using SYKES products.

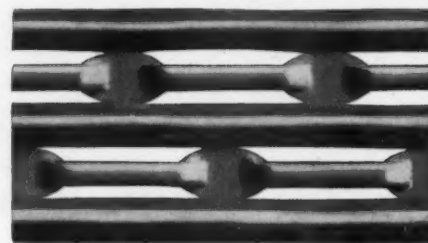
## BASIC REASONS

SYKES EXPANDED CUP LATH is self-furring. This greatly reduces the cost of construction on every building where it is used. It is more economical in the amount of plaster required than any other expanded lath. Quickly erected as both sides are alike, cannot be applied wrong.

SYKES TROUGH SHEET LATH is incomparable in its utility for inside plaster work. Can be used to great advantage on any kind of a building. Unusual design, strength and keying principle.

### WHY NOT HANDLE OUR PRODUCTS AND INCREASE YOUR PROFITS.

Write us at once for our SPECIAL EXCLUSIVE SALES PROPOSITION, SAMPLES, ETC.

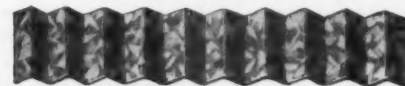


### Sykes Trough Sheet Lath

The Strongest and  
Most Durable Lath Made

## Perfect for Interior Work

Furnished with either an Anti-Rust (oil) coating, painted black or galvanized. Size of sheets, 13½, 15½, 18½, 23½ in. wide by 96 in. long.



### SYKES WALL TIE

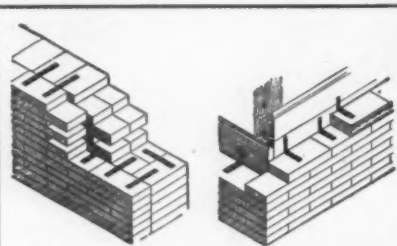
Standard Tie 7 in. long  
Veneer Tie 6 in. long

We also make Metal Corner Bead

**THE SYKES METAL LATH & ROOFING CO.,**  
508 Walnut Street, NILES, OHIO



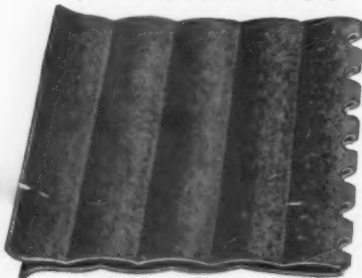
Whalebone Wall Ties



Tie for Solid Wall

Tie for Veneered Wall

2½ inches long x 2½ inches wide



Nailing Plug

## When a Wall Tie is a Wall Tie it is the Whalebone

Made in any length from five inches to fifteen inches.

Standard size for Solid or Veneer walls 7 inches by ¾ inches, weighing 50 pounds to the M. Packed 1000 to the box.

Price on Standard size, based on 21 gauge material, \$2.50 Pittsburgh per M, subject to dealer's discount according to quantity of order. Shipments made same day order is received. Special propositions in open territories.

Can quote on lighter or heavier material if desired, as we can supply the Whalebone in boxes weighing from 35 pounds to the M to 85 pounds to the M, according to thickness of material.

### Allegheny Steel Band Co.

Bell Phone: 718 Cedar

North Side, Pittsburgh, Pa.

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS



**IMMEDIATE**

MAKE A SUCCESSFUL CLOSE TO THE BUILDING SEASON

**SHIPMENTS**

"Bostwick Truss-Loop"  
Metal Lath

"Bostwick Diamond A"  
Expanded Metal

"Bostwick" Metal  
Corner Bead



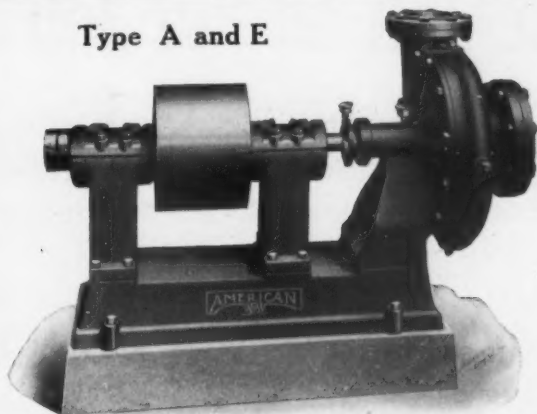
"Bostwick" Metal  
Wall Plugs

"Bostwick" Corrugated  
Metal Wall Ties

"Bostwick Y" 3 Stress  
3 Way Wall Tie

**YOU MAY RELY ON BOSTWICK FOR PROMPT DELIVERY—FOR SERVICE  
THE BOSTWICK STEEL LATH COMPANY, NILES, OHIO**

Type A and E

**THE ASSURANCE OF A PERFECT PUMP**

WE HAVE MADE PUMPS FOR OVER FORTY YEARS

During this time we have built nearly every type of pump that has been extensively used. Our centrifugals are not the product of one mind, but represent the best thought of a corps of pump designers, constantly striving to produce a better centrifugal pump than has been made.

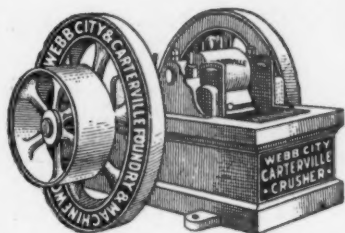
One of the principal reasons for the success of the "American" centrifugal pump is, that we do not recommend any single pump for all conditions, but for every location we have a pump especially adapted for just such a requirement.

Quarry Pumps of All Types and Sizes

**THE AMERICAN WELL WORKS,**

General Offices and Works, Aurora, Ill.

Chicago Office, First National Bank Building

**A Reason Why**

the Crushing of  
Stone Can Be  
More Economical

**THE BLAKE TYPE CRUSHER**

*In the September 22nd issue of Rock Products and Building Materials, we made some broad assertions, and in this and future announcements, we are going to explain in detail some of the reasons why we know the Blake Type Crusher will satisfy the most exacting requirements.*

**ONE ADVANTAGE OF THE BLAKE TYPE CRUSHER**

The bed, bumpers and all movable parts are cast with all holes cored, requiring no machine work whatever, which enables us to make the castings much stronger to withstand the wear, and eliminates the possibility of mistakes in making repairs and lessens the cost of construction as well as the repairs to the consumer.

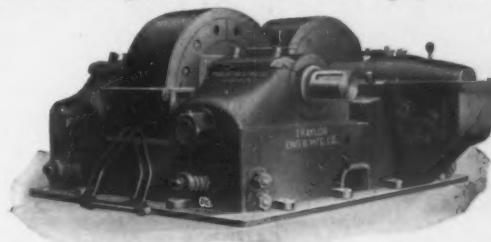
Write today for further information and one of  
our booklets.

**Webb City and Carterville Foundry  
and Machine Works**

Main Office: - - - WEBB CITY, MISSOURI

**IMPROVE YOUR CRUSHING PLANT**

Equip it in a Modern Way, by installing Machinery  
that will help reduce the cost of operation, and at  
the same time give it a chance to pay for itself.

**THE TRAYLOR TYPE "A" AUTOMATIC CRUSHING ROLLS**

**ARE A MONEY SAVER!** Their capacity will surprise you. The horsepower consumption is very small, compared to other makes of rolls, and they also produce larger quantities of finely crushed stone than any other type of fine crushing or re-crushing machines.

**ARE IN A CLASS BY THEMSELVES!** Designed and constructed so as to stand up under the hardest kind of service. The frame, shafts and bearings of extra heavy construction. Built and improved after years of experience on all kinds of rock.

**CONTAINS IMPORTANT FEATURES!** Corrugations are entirely eliminated on our roll shells due to our automatic side adjusting mechanism. A positive hold-down device which reduces vibration to a minimum, and many other important points of construction.

OUR CATALOG G-2 DESCRIBES MORE IN DETAIL.  
SEND FOR IT.

**Traylor Engineering & Manufacturing Company**

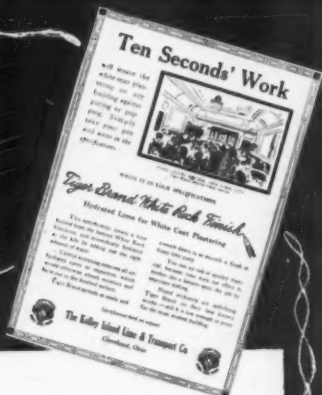
Main Office and Works, ALLENTOWN, PA.

New York Office, 32 Church St.

Western Office, Salt Lake City.

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

12,000  
Architects  
and Builders



The men who specify and buy material from you are reading every month about

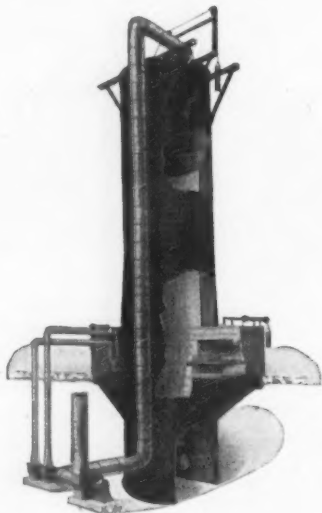


## TIGER BRAND HYDRATED LIME

Keep Tiger Brand in stock and let these men know that you have it. We are spending money to send business your way. Don't overlook the chance.

The Kelley Island Lime & Transport Co.  
CLEVELAND, OHIO

## Doherty-Eldred Lime Kiln



## The Improved Equipment Co. COMBUSTION ENGINEERS

6 Wall St., New York City

Complete Coal Gas Plants  
Complete Lime Burning Plants  
Gas Producers

Lime Kilns  
Special Industrial Furnaces  
Refractory Materials



## "Lehigh on the Job"

Twelve great mills—each strategically located on the main arteries of transportation—serve a nation with Lehigh Portland Cement in record-breaking time.

Our pride in our speedy delivery keeps pace with our pride in the quality of our product. Our "delivery pledge" is as sacred as our ideal to make the best cement.

We have scattered our mills from the Atlantic to the Pacific so that our deliveries everywhere might be unequalled in point of speed.

## LEHIGH PORTLAND CEMENT

You are NEAR a Lehigh Mill. Your Supply will speed to you the shortest way in the shortest time. No time-killing, money-losing delays.

Today, one-tenth of all the cement used in this country is Lehigh. We offer that as indisputable proof of Lehigh quality.

DEALERS AND BUILDERS: Test our "QUICKEST DELIVERY POSSIBLE" service.

## LEHIGH PORTLAND CEMENT CO.,

Main Office, Young Bldg., Allentown, Pa.

Western Office, Consumers Bldg., Chicago, Ill.

Pacific Office, Old National Bank Bldg., Spokane, Wash.

12 Mills—Annual Capacity Over 12,000,000 Barrels.

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS



# Rock Products and BUILDING MATERIALS

INCORPORATING DEALERS BUILDING MATERIAL RECORD

Volume XIV.

CHICAGO, OCTOBER 7, 1914.

Number 11

PUBLISHED SEMI-MONTHLY.

DEVOTED TO

Quarry Products, Cement, Lime, Plaster, Sand and Gravel, Clay Products and Building Specialties—Fireproof Building and Road Construction.

THE FRANCIS PUBLISHING COMPANY.

EDGAR H. DEFEBAGH, Prest.

Seventh Floor, Ellsworth Bldg., 537 So. Dearborn St., Chicago, Ill., U. S. A.  
Telephone: Harrison 8086, 8087 and 8088.

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FRED K. IRVINE.

GEORGE A. OLSEN, Editor Retailers' Section.

F. G. PULLEY, Associate Editor.

H. F. AKE, Secretary.

DRUSUS H. NICHOLS, Advertising Manager.

Communications on subjects of interest to any branch of the industry are solicited and will be paid for if available.  
Every reader is invited to make the office of Rock Products and Building Materials his headquarters while in Chicago.  
Editorial and advertising copy should reach this office at least five days preceding publication date.

TERMS OF ANNUAL SUBSCRIPTION.

In the United States and Possessions.....\$1.00  
In all other Countries in the Postal Union.....\$1.50  
Subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.  
Advertising rates furnished on application.

Published on the 7th and 22nd of each month.  
Entered as second-class matter July 2nd, 1907, at the Postoffice at Chicago, Illinois, under act of March 3rd, 1879.  
Copyright, 1914, by E. H. Defebaugh.

Southern business in building lines is picking up nicely.

Collections are slow, probably worse than any previous record, but with cheerful patience there will come prompt improvement without actual losses as soon as the big crop movement turns the money loose.

The deliveries of building materials in both the big and little markets of the country are reported to be in very satisfactory volume; in fact, comparisons show that tonnage is running a little ahead of last year, with prices of staple commodities firm and resilient.

The object lesson of the parcels post is a demonstration of the efficiency of public ownership and government operation of great public utilities. Doubtless the handwriting on the wall in the matter of railroad management only needs the "Daniel" to interpret its meaning to the American people. Even the Interstate Commerce Commission is a mere makeshift of expense and delay along with all other forms of attempted or pretended regulation. There is going to be some real politics soon in this country and then we will all be ready to say "Just what I expected; it ought to have been done long ago." The milk in the cocoanut has just been made clear by the parcels post and, plainly printed, it looks like this: The federal service is absolutely square with the public, and perfectly fair with its employees. There is no possible interference with the policy or the human equation. Compare the efficient achievements at the Panama Canal with the average crooked or jackass railroad president, and compare their pay. The public settles in both cases.

The only virtue once left to wooden lath was its cheapness. Now it has become the most expensive of all building materials and is only good for kindling wood.

The builders' supply business, like many other things at the present time, has just about reached the crisis that will have to mark the sharp distinction between salesmanship and order takers. We have all been wont to consider that we have salesmen out representing us in all of the architects' offices and at all of the building jobs within the radius of our delivery possibilities, while as a matter of fact a small percentage of them have one per cent of the true principles of salesmanship in his constitution. At least, that part of salesmanship which has to be cultivated by the intimate knowledge of the line he represents with all of the uses, needs an economist for each and every item of the long list of goods that the house carries, is altogether deficient. There are great possibilities in the trade, but salesmen and prospective salesmen should first study the wares they expect to sell.

Road and street improvements have increased ten-fold in the more popular states since the beginning of the agitation devoted to good roads. The mileage of water bound macadam roads has increased enormously, while the brick-paved roads in the wealthy sections near the great cities, and concrete roads in localities where concrete materials are most available, are showing steady, normal increase in their mileage and are all giving a good account of themselves. In the matter of brick and concrete roads there has been some disappointments, which are but to be expected where new construction materials, a matter containing so many radical changes from former accepted ideas, are undertaken indiscriminately and without reference to the location in which they are to be constructed. Local conditions always have a tremendous bearing upon the durability of road construction and road materials.

Reinforced concrete structures have made good in a more satisfactory way than any other new type that has come into being with the adoption of big building methods. From the first job to the present time every reinforced concrete building has given a good account of itself. This country can stand for several more thousand of them, in spite of the fact that there is a tendency to run off the track to use heavy steel frames and encase them in concrete. Of course, this will do, too, but what's the use of using so much steel? It really does nobody any good except the steel man, who naturally wants the tonnage. The same concrete with one-fourth of the steel would be twice as good and cost half as much. It would seem that economy is only applicable accordingly as one looks at it. Reinforced concrete buildings resist fire better than any other, while steel frames are very poor fire resisters unless they employ enough concrete for coverings to make an entire concrete building.



# WITH YOU and ME

The Ingalls Stone Co., has opened a branch office at 514 Century building, St. Louis, Mo., which will be in charge of George O. Solomon.

W. C. Denison, president of the Denison Tile Engineering Co., of Denison, Ohio, has been appointed general manager of that concern, to succeed F. W. Eastman.

The McMyler Interstate Co., Cleveland, Ohio, advise that beginning Sept. 15, Jesse C. Bader has been in charge of its Western sales branch, with offices at 1503 Fisher building, Chicago, Ill.

Frank E. Hayward, Ironton, O., was recently elected director of the Scioto Fire Brick Co., of Portsmouth, Ohio, to succeed the late R. A. Mitchell. The company voted to rebuild its plant at Scioto, Ohio.

Burt Graham, formerly manager of the Ohio Clay Co., has been appointed Cleveland sales manager of the Delaware Clay Manufacturing Co., of Delaware, Ohio, and the Suburban Brick Co., of Moundsville, W. Va.

James Wilson, of Cincinnati, Ohio, was recently elected president of the National Paving Brick Co., Zanesville, Ohio, to succeed Elmer Evans. The company has recently taken over the plants of the South Zanesville Sewer Pipe & Brick Co. and the Harris Brick Co., of that city.

Henry S. Gray, secretary-treasurer of the J. B. Speed Co., is chairman of the "Buy-a-Bale" committee of the Louisville Commercial Club, which is working with the Board of Trade and the Credit Men's Association in an attempt to relieve the situation of the Southern cotton market.

The Salmen Brick and Lumber Company, Ltd., have moved their offices from the St. Charles Hotel building to suite 911-12-13 in the Whitney Central Bank building, New Orleans. The officers of the company extend an invitation to all their friends, old and new, to visit them in their new quarters when in that vicinity.

The Jeannette Brick & Stone Co., recently organized at Jeannette, Pa., elected the following officers: J. F. Lutz, president; T. F. O'Connell, secretary and treasurer, and Archie Sproul, general manager. The land and the machinery equipment has been purchased and the work of building the plant will be rushed as fast as possible. The company will manufacture face and paving brick.

Much interest is being manifested in the coming Chicago cement show, to be held Feb. 10-17, 1915. Already four-fifths of the available floor space has been contracted for, in spite of the fact that the arrangement of the exhibits has provided for a greater number than ever before, owing to the new applications for space received from manufacturers who have not heretofore exhibited. The National Builders' Supply Association, the Illinois Lumber and Builders' Supply Dealers' Association and other organizations will hold their conventions during the time of the cement show. Great efforts are being made to provide for decorations and equipment along attractive and original lines.

The Superior Portland Cement Co., Seattle, Wash., has moved its offices from the American Bank building to rooms 804-5-6 Hoge building. The change in location took place Oct. 1.

Fred B. Franks, manager of the Bath Portland Cement Co., Bath, Pa., after spirited bidding at public sale, bought the famous John Danner herd of Holsteins, consisting of 10 cows and the noted bull "Beets," all registered, for \$4,200.

Philadelphia cement shippers who are in the habit of packing cement in bulk consignments have received instructions from the Pennsylvania Railroad Co. as to how low freight rates may be obtained. "By packing cement in boxes or barrels," the instructions read, "the shipper would not be charged on the basis of the minimum weight for a car, but for the actual weight, which would be much less than the carload rate."

## Scheduled Meetings and Shows.

Oct. 3 (Beginning)—Western Paving Brick Manufacturers' Association, Branson, Mo.

Nov. 9-14.—American Highway Association. Fourth American Road Congress, Atlanta, Ga.

Nov. 17.—Mar-Del-Col Building Material Dealers' Association meeting at Emerson Hotel, Baltimore.

Dec. 14-17.—American Road Builders' Association. Annual convention, Chicago.

Jan. 21-23, 1915.—Nebraska Retail Lumber Dealers' (Lumber and Building Material Dealers) Annual Convention, Rowe Hotel, Omaha, Neb.

Feb. 8, 9, 1915.—National Builders' Supply Association. Annual convention, Hotel Sherman, Chicago.

Feb. 10-12, 1915.—Illinois Lumber and Builders' Supply Dealers' Association. Annual convention, Hotel Sherman, Chicago.

Feb. 10-17, 1915.—Eight Annual Chicago Cement Show. Coliseum, Chicago.

Isaac H. Tyler, president of the Tyler Building Supply Co., Louisville, Ky., has returned from a trip to Atlantic City, where he went seeking relief from a bad attack of hay fever. He returned feeling much better, and is again back on the job. The company is sending out circulars concerning metal weather strips for fall installation, and is finding business fairly active in all lines.

Business generally with the brick and allied manufacturers throughout the Eastern section of Pennsylvania experienced a revival of the previously active state of affairs during the past few weeks, and in a great number of instances the volume of actual business transacted was in advance of that of this same time last year. The lull which was felt in the opening up of new work with the building brick end of the industry during the latter part of September and which became pronounced with the advent of October, rapidly disappeared as the month progressed and had reached its normal condition for this season about the middle of this period.

A. B. Ames, manager of the Hydraulic-Press Brick Co., Philadelphia, Pa., has been spending considerable time recently at the company's plant at Woodslo Junction, N. J., so that he can give the work of alterations now being made to the manufacturing establishment his personal attention. Business with the firm is reported as being seasonably active and the outlook for the future is reported as being of a most promising nature. The company was recently awarded the contract for the brick to be used in the erection of the Equitable building, to be built in New York City, which calls for 2,600,000 brick.

The Association of American Portland Cement Manufacturers has moved its offices from 1526 Land Title building, to the eighth floor of the Bellevue Court building, 1418 Walnut street, Philadelphia, Pa.

On account of the auto-driven machines order has gone forth to have concrete floors installed in every fire-engine house in the city of Lynn, Mass. An ordinance requires all garages to have concrete floors.

## Retailers Need Confidence.

The peculiar situation in which certain retailers are finding themselves today is due largely to lack of confidence on the part of the dealers. They seem to be infested with a disease germ and are "laying down"—waiting for something to happen. Instead of going out after business, they are waiting for conditions to brighten up and bring business to them. Nothing but dullness can be expected as the result of such a policy.

As a clear demonstration that confidence will bring business to the retail trade, attention is called to the fact that hustlers are getting business today; in many instances aggressive retailers report that their sales for this year will be far in advance of any previous season.

This is the season of the year when buildings are being completed and dealers have before them the opportunity to secure orders for plastering materials as well as other supplies which are always in demand during the completion of building jobs.

There may not be as much new building going up this fall as in previous years, but a large number of buildings were started in the early part of the season and these are being rapidly rushed to completion and should be sufficient, together with such repair work as always presents itself in October, to keep the retailers' teams busy.

## TRADE PAPER IMPROVEMENTS DISCUSSED.

The underlying thought of the Ninth Annual Convention of the Federation of Trade Press Associations, held at the Congress Hotel, Chicago, Sept. 24-26, was the improvement of trade papers.

Publishers of the leading trade and technical papers came to Chicago from every section of the country for the purpose of discussing with fellow publishers ways and means for bettering their respective papers, so that the subscribers and advertisers may receive greater benefits from these trade publications.

During the three-days' session, the business, advertising, circulation and editorial departments of ROCK PRODUCTS AND BUILDING MATERIALS were well represented at the convention.

## Value of System.

By Walt Mason.

Your system may be right as rain, you may be stranger to all pain; but if you don't take proper care, disease will soon be rankling there, and you'll be blowing dollar bills for some fat doctor's basswood pills.

You go outdoors and wet your feet, or drink ice water in the heat, or sit some evening in a draught—and then the doctor springs his graft, and all the neighbors hear you groan with measles in your collarbone. If you'd be healthy, husky, strong, you must watch out, the whole year long; the little cold that makes you sneeze may bring along some dread disease.

And thus it is in business, friend, on some wise plan you must depend; some modern system you must know, if you would see your business grow, if you would stop the little leaks, which tap the till, like human sneaks; your faith on System must be placed if you would end all useless waste, and straighten, ere a wreck is made, the tangles of your daily trade. Your business health is much the same as health in any mortal frame. The little ills, so easy caught, are all with dire disaster fraught; the ills to which no thought you gave, may take you to an early grave.

So every dealer who would win, all earnestly should now begin to read the journal of his trade, which for his benefit is made; which digs up helpful facts and prints a score, a hundred useful hints, which tells how other dealers won, and hoarded up all kinds of mon. The painter and the druggist man are sure to find some winning plan, the landlord of the big hotel who knows he's doing pretty well will learn how better he might do, when he has read his paper through. The cement man therein will read what sort of goods his patrons need, and every man who would advance, will find described some bully chance.

That man's a hundred years behind who doesn't try to stock his mind with helpful, vital truths that live—such as the good trade papers give.

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## Buy-a-Bale Movement Appeals to Dealers.

Southern building material dealers, while being blessed with a normal amount of business, state that dealers in other lines are complaining of dull markets, due to the inability of farmers to market cotton. That portion of cotton which has annually been sent to foreign markets is still in the South, and, for a while, Southern markets in all lines were in jeopardy because of the large quantity of cotton on hand and the absence of a market in which to sell it.

The "Buy-a-Bale-of-Cotton" movement, which is now familiar to the reading public, was started for the purpose of taking off the market cotton which would be sold at a fair price, thus relieving the situation and commanding a good price for marketable cotton to be used this season.

The dealers of Houston, Texas, have realized the benefits to be secured from normal conditions and have enthusiastically taken part in this movement. Among the leaders is the firm of W. L. Macatee & Sons, who report that the "Buy-a-Bale" movement, together with the action of the government in making liberal advances on cotton, is enabling the farmers to pay their debts and is restoring confidence in the Southern markets.

Acting in conjunction with their local Chamber of Commerce, W. L. Macatee & Sons have sent out subscription blanks to their friends in the building material industry throughout the country asking them to assist in relieving the situation of the cotton growers of the South. The plan is to secure as many purchasers for bales of cotton as possible. The cotton is sold at 10 cents per pound and is

# The BUILDERS' POET

## WHY NOT?

From what the daily papers say,  
I judge the European fray  
Is founded on each nation's hope  
To widen its commercial scope;  
In other words, from what I read,  
It's simply this—a war of Greed.

I wonder how it would appear,  
If we should try it over here;  
For business jealousies abound  
Wherever greed for gain is found.

Suppose the Universal bunch  
Should hand Marquette a solar punch,  
Or Lehigh bodily alight  
Upon the neck of Atlas White;  
And all should fit their salesmen up  
With deadly weapons à la Krupp.  
So armed, go forth to slay and kill,  
Thus making competition nil,  
And each new victim of assault  
A filler for a concrete vault.

To change the simile, suppose  
Chicago business men arose  
And armed for battle cap à pie  
Reduced Manhattan to debris.  
And should with deadly dum-dum slay  
Big business on the Great White Way.

While these suggestions are, of course,  
Quite senseless and absurd, perforce,  
They do not seem less sane to me  
Than war's destruction over sea.

—Frank Adams Mitchell.

stored for one year. It is hoped that at the end of this period the price of cotton will be normal and the purchasers will be enabled to realize a profit upon their investment. The blank which public-spirited business men are asked to fill follows:

To the Secretary,  
Houston Chamber of Commerce, Houston, Texas.  
Dear Sir:

In order to assist your organization in relieving the cotton growers of the South, and thereby sustain the price of cotton and stimulate the business of all lines in America, including ours, I ask that you buy for my account, landed in Houston, one bale of cotton at 10 cents per pound, to grade middling or better, and have said bale of cotton weighed, classed, stored and insured for me for one year in accordance with your general plan of handling such cotton.

Attach receipt showing weight and grade to draft on me for the cost, and I will pay upon presentation.

Among those who have purchased bales of cotton on this plan through the activities of the Macatee firm are: Toch Brothers, manufacturers of waterproofing and damp-resisting paints, New York; Master Builders' Co., Cleveland, Ohio, and General Fire-Proofing Co., Youngstown, Ohio.

## Kansas City Retailers Curtail Credits.

In Kansas City, Mo., the Material Men's Credit Association has found that, owing to the depression following the first announcements of the war in Europe, many contractors, who, during the piping times of peace, were supposed to be "perfectly good," were, in reality, doing business on so small a margin that any extended period of depression meant a complete suspension of payments. As a consequence, the members of the Material Men's Credit Association have decided that, in the very near future, the entire material supply business of Kansas City will go to a fixed credit basis, with a clearly defined date at which payments for material will become due. In other words, the building material supply houses of Kansas City will, in the future, use their capital for the purpose of carrying on their own business, and insist that contractors, in turn, have sufficient capital to carry on their various enterprises without dependence upon the long term credit usually extended by building supply houses.



# The RETAILER

## Trestles and Storage Bins Increase Opportunities

Improving Property With Modern Facilities for Handling Materials Proves Economical and Strengthens Delivery Service.

"Necessity is the mother of invention," and is likewise the power behind many of the improvements existing today in building material yards



THE WILCOX CO. HAS THE "COMMUNITY DEVELOPMENT" SPIRIT. NOTICE THE "PATRONIZE YOUR MERCHANT" SIGN.

throughout the country. The necessity for handling materials quickly and economically is what prompted Raymond E. Wilcox, president of the Wilcox Co., to design and construct a large storage bin in the yard of his company in the northwest section of Chicago.

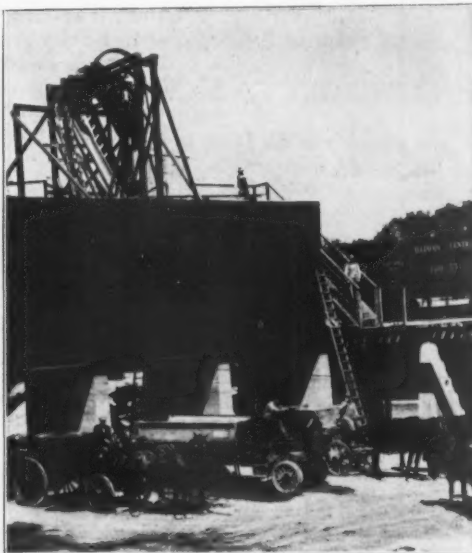
A trestle extends from the Chicago, Milwaukee & St. Paul tracks through the entire width of the Wilcox yard. Before constructing this storage bin, sand, gravel and crushed stone was shipped in hopper cars and dumped directly through the trestle onto the ground, from whence it was shoveled into the wagons. This was an expensive proposition, inasmuch as it required the services of extra men for shoveling purposes. Teams were also required to wait in line until the wagons ahead were loaded.



RAYMOND E. WILCOX, PRESIDENT, WILCOX CO.

One of the big factors in conducting any business in a city like Chicago is the amount of time consumed by the workmen.

As a result of his daily experiences, Mr. Wilcox gave careful thought and consideration to the possible advantages of constructing storage bins in connection with a conveying system for economically loading such bins. One of the accompanying illustrations shows the result of his efforts. The bin measures 16 by 16 by 20 feet, is constructed of two-by-six-inch boards laid flat and is reinforced by three-quarter-inch iron rods running through the length and breadth of the bin. It is separated into three compartments for bank sand, torpedo sand



STORAGE BIN OF WILCOX CO. BELT CONVEYOR SHOWN IN BACKGROUND.

and crushed stone. Hopper bottoms are built into each of the compartments. The bin, which is usually full, holds about eight cars of sand and four cars of stone.

The bin rests on four massive concrete piers and has a capacity of 550 yards, or a total of 12 carloads of material.

Alongside the bin and underneath the trestle a hopper has been built, into which is dumped materials for the various compartments of the storage bin. The sand or stone is dumped directly from the cars into this hopper, which is operated by an automatic geared wheel attachment, which releases the material and drops it on a belt conveyor containing 94 large iron buckets. By means of this conveyor the material is elevated to the top of the bin, where it is dropped onto a movable chute, which can be adjusted to either of the three compartments, thereby sending the various materials to their respective places. The belt operating the conveyor is 24 inches wide and will unload two yards of material in one revolution.

Electric motor power is used and Mr. Wilcox

prides himself on the fact that a medium capacity car can be unloaded in 20 minutes and that a day's work can be done by 11 in the morning, providing work is commenced at 7 a. m.

Under each of the compartments of this storage bin is a driveway which permits the wagons and motor trucks to be driven directly underneath the 18-by-18-inch draws and automatically filled in from 10 to 20 seconds' time. An average of three min-



NORTHWEST MATERIAL CO.'S FORMER HOME.

utes is allowed a two-yard wagon to enter the yard, load up and leave again. The draws beneath the sand and stone compartments are operated by levers.

To deliver the material that is daily sent from the yards of the Wilcox Co., 30 teams and one seven-and-one-half-ton Sternberg truck are used.

On Friday, Oct. 2, the Wilcox Co. and the Northwest Material Co., which has been located just across the C., M. & St. P. tracks, merged their interests. The company will retain the name of the Wilcox Co. and will have a capital of \$200,000. The Northwest Material Co.'s yard has been leased to a lumber company and all of the activities of the new concern will be conducted from the old headquarters of the Wilcox Co., 3690 Milwaukee avenue.

(Continued on page 32.)



FRANK J. SILHA, SALES MANAGER, WILCOX CO.



## Chicago Retailers Discuss Financial Situation

At the invitation of Sub-division Committee No. 52, of the Chicago Association of Commerce, building material retailers and manufacturers of Chicago met at the Fort Dearborn hotel on Tuesday evening, Oct. 6, and discussed the situation of Chicago dealers as affected by the present tightness of money and the attitude of the banking industry. The meeting was called at the instigation of President E. K. Cormack of the National Builders' Supply Association and prompted by a desire on the part of the building material industry to ascertain what attitude the bankers of Chicago will take in the immediate future relative to loaning money on building projects.

The opening remarks of Chairman Cormack told of the object of the meeting and contained statistical reports relative to the construction of buildings in Chicago as well as present conditions in this and other cities relative to loans. He said in part:

"For the past two months the columns of the daily press, the rumors on the street and our personal experience have led us to believe that the financial interests of Chicago, to whom we look for the extension of credit, are taking a too pessimistic view of the situation, some of them even going so far as to class construction work as of a speculative nature, and therefore not to be encouraged. This is a viewpoint that we emphatically protest against, feeling that the construction of homes and factories have no more speculative nature attached to them than the manufacture of furniture and clothing, both being needful, legitimate business."

### Enjoy Supper Together.

A supper was served at six o'clock, before which the men were given ample time to renew acquaintances and compare experiences. There were about 30 men present and each was given an opportunity to express his opinion and suggest remedies on the deplorable condition in which the building material fraternity of Chicago finds itself today. All the men took active part in the discussion, the consensus of opinion being that the situation of the building material dealer is most undesirable and that an appeal should be made to the bankers and real estate loan men for relief.

Mr. O'Leary, secretary of the ways and means committee of the Chamber of Commerce, was the first man called upon by Mr. Cormack to express his views. He said: "I applaud your method of approach. If there is anything that will get results it is getting together as you men have done tonight. As I understand it, the banks are asking seven per cent interest on loans. It is possible that the banks have a reason for it. Your meeting is called to create an intelligent method of approach and I hope you succeed."

T. F. Mack, vice president of the Central Trust Co., was one of the gentlemen invited who accepted and when called upon said: "Real estate loans are not going out of fashion. They have not stopped and are not going to stop. They are the most reliable investment and 80 per cent of the loans issued since Aug. 1 by the Central Trust Co., have been for real estate mortgages."

"We must remember, however, that the deposits of Chicago banks have materially decreased. Within the last 60 days the deposits of six of Chicago's leading banks went down \$41,600,000. This means that there is just that much less money to be placed out upon loans. This money is coming back into the banks very shortly. It is being stored in safety deposit vaults and other places by that part of the populace afraid to leave it on deposit. I am looking for a good investment period in January."

W. Morava, of the Morava Construction Co., said: "We are manufacturers of iron construction work and are running at the present time to two-thirds capacity. We must keep up our organization and

in order to do so expect to run at a loss this year."

M. K. Armstrong, of the Bestwall Manufacturing Co., manufacturers of wallboard, stated that country orders were good but collections poor and that his plant was running to two-thirds capacity.

### Business Good; Collections Poor.

J. A. McGuire, of the Wisconsin Granite Co., said: "Our business is the best we have had for years. We are running to full capacity and receiving many orders, but collections are poor."

G. A. Olsen, representing ROCK PRODUCTS AND BUILDING MATERIALS, was called upon to give an account of conditions among retailers throughout the country. He used as a basis for his talk letters recently received and printed elsewhere in this issue.

James Fryer, of the Builders' Commercial Agency, called Chicago a cheap market and asked why lumber, brick, sand and gravel and other materials seldom if ever brought as high a price in Chicago as in other markets.

Mr. Meacham, of the Meacham & Wright Brick Co., stated that the first of the year should show an improved condition. He is very optimistic.

J. U. C. McDaniel, of the Chicago Portland Cement Co., stated: "August was the best month in the history of the company, September was good, and October is bound to be the same." He started out by saying, "If Chicago business was normal, we could not supply the demand. Country orders are good."

W. E. McCollum, of the Chicago Credit and Information Exchange, stated: "We are interested in the plumbing business and that is away off. Business during the last 60 days has been good, but it is the result of orders taken in March, April and May. Collections are good. In fact, country collections are far better than they were last year. Since we have adopted a five per cent discount plan, we find that a large percentage of orders have been discounted. This has worked well during August and September, but it may be a little harder to secure discounted payments during the first 10 days of October."

R. E. Baer, of the United States Gypsum Co., said: "Generally speaking, our business to this time has been quite good. It has held up to a good percentage when compared with previous years. Reports from the field, however, are not very good and we are inclined to be pessimistic, but we are glad to hear the optimistic reports from the building material press."

### Northwest Retailers Busy.

L. G. McConnell, of the Atlas Portland Cement Co., stated that conditions in the Northwest for the past few weeks have kept the retailers of cement quite busy. He said: "Everyone who wants cement wants it in a hurry. This is especially so in the states of Minnesota, North Dakota and South Dakota, where the farmers are not compelled to sell their grain at the first opportunity. We hope they will not unload at an inopportune time."

J. T. Wertz, of the Bates Valve Bag Co., said: "Ours is a bagging proposition and somewhat different from the retail trade. However, we have packed more cement this year than last year. Reports from some places are good and from others they show a falling off of business."

W. P. Varney, of the Hydraulic-Press Brick Co., said: "We operate 23 plants and in order that you might get a birds' eye view from reports I will mention that New Jersey has been fair; Washington has been dull but is improving. In Ohio we are very busy. In Chicago we are fairly busy, but prices are off. St. Louis is dead; Omaha and Kansas City are very poor. In Minneapolis the market is very good."

Mr. Slake, of the Illinois Brick Co., said: "The common brick companies of Chicago operate in a

very much restricted market. If we are not to have cheaper money until January the outlook is very gloomy indeed. The trade here has become accustomed to placing orders just about a day before they are wanted and we have been compelled to store up brick for the winter. The Illinois Brick Co. markets about 60 per cent of the brick. We have on hand at the present time 120,000,000 brick. We cannot store more than 150,000,000, and unless business picks up very shortly we will be compelled to shut down. At present, four of our plants are down."

Mr. Slake stated that people with whom he has come in contact did not object to paying the percentage on loans but objected to the commissions charged. He stated that he had heard of instances where seven per cent commission was asked in addition to the seven per cent interest.

"During June and July," Mr. Slake added, "our company sent out two miles of cars of brick every day. Now we are putting out about one half a mile per day. If any relief is to come it must come quickly."

### Able to Secure Six Per Cent Loans Elsewhere.

Thomas C. Moulding, of the Thomas Moulding Brick Co., said: "If we depended on Chicago business we would have shut down long ago." He stated that on some loans he has found it necessary to make he has paid seven per cent in Chicago, but upon inquiry at the local banks where his plants are located he was offered money at six per cent. "Consequently," said Mr. Moulding, "we will do a great deal of our borrowing in the smaller towns. I believe that building has slumped 66½ per cent. If loans could have been made we would have had a normal business during September and October."

James W. Eastland, of the Real Estate and Loan committee of the Chamber of Commerce, said: "Real estate business is not what it ought to be. We are entirely dependent upon the banks for the loans and they are not forthcoming."

Mr. Crowe, president of the Lumbermen's Association of Chicago, said: "Chicago is the largest consuming city in the world. During normal times we dispose of 400,000,000 feet of lumber. Conditions are not right. The lumbermen are suffering as well as others. During September they were busy figuring plans, but less than five per cent of the plans figured on went ahead. Money was not available, not even for two to six-flat buildings. I have faith in the city and the high financial circles and hope they will soon straighten themselves out. I hope that Jan. 1 will be better. Our business is gone for this year. If we have 50 per cent in the next four months it is all that we can expect."

### Says Loans Are Let at Six Per Cent.

After each of the gentlemen present had spoken, Mr. Mack, of the Central Trust Co., made the statement that there were no loans being made on buildings at seven per cent. He said that he has not heard of any that were made over six per cent. The seven per cent loans were for short periods of from three to four months.

Chairman Cormack stated he had reserved the best feature for last and called upon Herman L. Matz, of the S. S. Kimbell Brick Co., who said: "There is no way in which money can be started out of the banks into the community and then get back into the banks and do so much good as loans for building construction. The money will go to the workmen, who will spend it for groceries, clothing, car fare, etc., and eventually get back to the banks, thereby remaining in the city and doing the greatest amount of good."

At the close of the meeting Chairman Cormack asked the question: "What have we accomplished? If we have done nothing better than to get the business men thinking of the importance of the building material industry to Chicago business and have created a favorable impression on the banks which will cause them to be more liberal with their loans we have done a great deal."

# Reports Show Building Material Market Active

Communications from Manufacturers and Dealers Indicate Reported Quietness of Summer Season Was Not Felt in Some Quarters—Splendid Fall and Prosperous 1915 Expected.

In addition to the many letters printed in the last issue of ROCK PRODUCTS AND BUILDING MATERIALS the mails have brought to this office reports of building material conditions from practically every section of the country—some good, some bad, but all of them with the full expectation that whatever quietness exists will shortly disappear.

Money has been tight, and in some places today it is difficult to secure loans, even at the interest rate of seven per cent; but bankers and financiers are being appealed to by the loyal citizens of every community and relief is either being secured or in sight. This means that building operations will be commenced this fall in approximately the same proportion as in previous years. In cases where relief comes too late to affect the situation this year, it is predicted that 1915 will be the banner year and orders received at that time will show a cumulative effect.

Conditions in the Portland cement industry, as reflected in the Lehigh valley, are about 80 per cent normal. There may be one or two companies in the East who are not running to capacity, but they are in all probability running mills in other districts to capacity and curtailing in the Lehigh valley. The fall business of cement companies is good. There are some companies standing back, hoping to run to capacity upon former reputation, but the somewhat present chaotic condition of general business does not allow this.

Excerpts from some of the letters recently received follow:

## Business Up to Expectations.

J. S. Stosson, secretary and general manager of the J. P. Curry Manufacturing Co., Inc., New York: "Our spring and summer business has been fully up to expectations and we are gratified to find a steady increase in new customers. Conditions in Europe have affected us far less than we anticipated."

S. B. Newberry, president and general manager of the Sandusky Portland Cement Co., Sandusky, Ohio: "We have found the demand for our gray and white Portland cement very active throughout the entire season. The last half of September showed something of a lull but since Oct. 1 business appears to have picked up in a very marked degree. There appears to be comparatively few contracts offered for future delivery, but we have no reason to suppose that these will not appear in good volume during the winter. We believe that the outlook is for very good demand in 1915."

J. W. Boardman, Jr., general sales agent of the Peninsular Portland Cement Co., Jackson, Mich.: "From close observation of the condition in the building trades in this district there is no indication that operations are any less than a year ago, but on the contrary much greater. The value of building permits in this district up to Sept. 1 of this year shows a very large percentage of increase as compared with the corresponding period of a year ago, which was the largest ever known."

"Speaking of the cement industry, Michigan cement mills as a whole have experienced one of the biggest years in volume in the history of the industry, although prices have been on a somewhat lower level than last year, but higher than the average of the preceding four or five years. In our own immediate experience the Peninsular company has had the biggest year in the entire 14

years of operation, both as to volume and earnings, with prospects very bright for the future, as we consider the outlook justifies great expectations."

Leonard W. Macatee, manager W. L. Macatee & Sons, Houston, Tex.: "Our business is holding up remarkably well, and were it not for the newspapers and remarks of those whom we meet on the outside, we would not know that there is a general business depression. There is, however, quite a good deal of complaint from dealers in numerous other lines, which is attributable, in a great measure, to inability of farmers to market cotton, but owing to the recent "Buy-a-Bale" movement which is becoming very popular here and throughout the entire country, quite a good deal of cotton has been purchased, in small quantities, at a fair price; which cotton will be taken off the market and held for a year or so, besides which, steps taken by the Government towards making liberal advances on cotton which will enable farmers to pay their debts, is restoring confidence and having a good effect on the general cotton market, and it should be but a short time until conditions have become normal."

C. O. Bartlett, president, C. O. Bartlett & Snow Co., engineers, Cleveland, Ohio: "There is absolutely no denying the fact that manufacturers of iron products, machinery, etc., have been very severely hit as the result of the sudden war, the greatest of which history has ever known. The principal reason is on account of the banks being unable to accommodate their customers with loans and also in the discounting of notes, but to the writer the principal reason seems to be as follows:

"First: The center of the money market so far as business men are concerned in the United States seems to be London and New York and the exchange of moneys in these two cities was stopped almost in the twinkling of an eye. This meant that our banks could not discount their customer's notes and in turn this meant that the customers could not possibly keep their factories running to their full force; that, to meet these conditions it was absolutely necessary to curtail and to do it immediately, which means that a large part of the manufacturers, especially of iron and steel products, have reduced their working force from 25 to 75 per cent and this in turn meant the curtailing of purchases on every hand, from the largest concern to the smallest meat market and grocery store."

"It has become the fashion to do business largely on borrowed capital. Stores, municipalities, corporations and even small companies have gradually worked into this system of doing business; that is, they sell on time and necessarily must buy on the same terms, but there is an old saying that it is always darkest before daybreak and we fully believe that the darkest point has been reached and the tendency for better things and better times is changing very rapidly and we cannot help but believe that business will be running in a much better condition inside of two months or less."

"Quite a number of industries in our city have absolutely been helped by the war conditions; for instance, the manufacture of small castings to be used for novelties has been running to its highest notch. Carloads of these have been made every day in Cleveland. Again, the manufacturers of sugar machinery have been very materially benefited, for the reason that orders placed in other countries could not be filled and these orders have been placed in our country. Other things will follow and follow rapidly and the best reason we have for this

improvement is that the legislators and a large majority of the thinking people are coming to believe that it is not good policy to everlastingly legislate against the business interests of this country, whether it be corporations, railroads, large factories, mining industries or any other kind of honorable business; that is, we are beginning to realize that we should support to our utmost any and all kinds of business that tends to build up and add to the commonwealth of our country."

G. W. Behrendt, manager builders' supply department, Indianapolis Coal Co., Indianapolis, Ind.: "August has been the first month of the year which has shown no gain for us in sales. The building permits to date show a loss of only about 5 per cent as against a like period of last year. A difference of opinion as to what is a fair margin on some commodities exist among dealers, but harmony is bound to prevail. The cement market is advancing. This, as a much used commodity, will compel the attention of the dealers to the matter of profits."

"A general canvass of the building trade shows that the shortage of building operations is to be laid at the door of our city banks. They at least are unwilling to loan as liberally as heretofore. It is a fact that for several years, the money interests have been anticipating our present troubles. At the same time, the hedging which we have been compelled to submit to, has put us all in better shape to withstand existing conditions. The trade as a whole agree that they have done a wonderful lot of figuring, but the resultant figures have been too high for the loans now obtainable. In spite of the forced curtailment of building, we feel that the past conditions must react and force upon the trade no little amount of extra action which will redound to the good of us all before the close of the year."

John E. Jones, Jr., president and manager of the Hannibal Lime Co., Hannibal, Mo.: "All that can be said is that business is distressingly light and we do not see much prospects of its getting back to normal this fall. We have not been able to run more than half our capacity up to the present time this year."

William S. Seng, building material manufacturers' representative, San Antonio, Texas: "Up to the present writing business has kept up very well with me. However, I understand there are several projects of large proportion that have been held up, on which plans have been made; but this is only temporary, and I look for business to revive not later than the 15th of this month."

W. L. Church, consulting engineer Consolidated Tramway Co., New York City: "From the standpoint of short-haul transportation or tramway work, which, however, ought to be fundamentally indicative of the general condition of business, I would say that instead of finding business dull, we are smothered in a mass of first-class inquiries, the usual proportion of which is yielding its due amount of tangible business. The inquiries come from clay workers, mines, quarries, gravel pits and lumber workers in about the relative order above indicated. Our problem is how to give our prospective customers adequate attention."

L. H. Sturtevant, vice-president and general manager Sturtevant Mill Co., Boston, Mass.: "We find business in the building trade for machinery such as we supply, which goes into cement, lime, gyp-



sum, brick and similar plants, very quiet indeed, but no more so than before the war started. The indications for the future look better and we anticipate a good business after peace is declared, or even before; or, in other words, a period of time is necessary for the manufacturers to adjust themselves to the new conditions, and when these adjustments are made we believe business will be good. We are decidedly optimistic about the future."

Herbert F. Geist, president The Geist Cement Products Co., Cleveland, Ohio: "We can honestly say that business conditions in this locality have been very encouraging the past summer. Also we can say that the prospects for the fall are such as to make it impossible for us to be anything but optimistic."

C. A. Owens, John D. Owens & Son Co., Owens, Ohio: "Our business has been heavier this year than last year or the preceding year. It is all that we could possibly ask for and we are operating our plant to its capacity."

P. A. Jandernal, district sales manager Lehigh Portland Cement Co., New Castle, Pa.: "We find the demand for cement steady and prices remaining firm in the districts handled from this office, which are comprised of western Pennsylvania, Ohio and West Virginia. We look for a very active demand during October, which is usually the case at this time of the year, when all the dealers are being heavily called upon by the farming trade, and the larger cities are striving to complete the large contracts under way, which naturally forces a heavy drain on cement mills for prompt shipment, so that the demand is heavy from a contracting and dealer's standpoint. As usual, we have anticipated these conditions and we are in a position to make prompt shipment of all orders."

Gold Williams, sales manager Marquette Portland Cement Co., Chicago, Ill.: "Due to the excitement brought about by the European war, there was some retrenchment in building operations at that time; but since a feeling of greater confidence is permeating the country and now we note a considerable improvement over conditions of a month or six weeks back. Our movement of cement has been quite satisfactory so far and we have no reason to doubt but what it will continue throughout the balance of the season. This is a great country and the recovery from any shock is rapid, so the calamity howlers usually have a very short inning."

John R. Collette, sales manager Kewanee Manufacturing Co., Kewanee, Ill.: "We can see no reason why the building trade should not look for a good, live fall business. This opinion is based on the results that our company has been getting in the past month or so in the marketing of the 'Kewanee all-steel' coal chute, which product is directly dependent on the building trade."

"The writer is frank to admit that the general opinion is that building operations are decreasing, however. This opinion is the one largely held by the retail dealers who are laboring under a mental hazard instead of an actual condition."

John C. Best, the Best Bros. Keenes Cement Co., Medicine Lodge, Kan.: "Our experience so far this fall has been that conditions are by no means so bad as indicated by various news reports. While building has undoubtedly slowed up in many parts of the country, we are finding the demand for our product to be fully equal to last year, and we have every reason to believe that this condition will continue."

"The cessation of imports has had a favorable effect on our particular line of goods, as many firms who have previously handled the imported

Keene's cement exclusively are finding that our domestic brand is in every way equal to the foreign goods and gives as much satisfaction to the trade."

Edwin Cross, superintendent Lewistown Foundry & Machine Co., Lewistown, Pa.: "Our plant for the last five months has been running full time. We have had a considerable number of new glass sand plants to equip during this time, and the prospect is that we will keep up in this way to at least the end of the present year. We never had more inquiries for new machinery in our line than we have had during the present year."

J. C. Adams, sales manager United Fuel & Supply Co., Detroit, Mich.: "The building operations in this city are not quite as active as usual on account of the banks' unwillingness to finance new operations. All the old buildings are going along as usual and the new operations that are financed within themselves."

"We believe if the banking conditions are straightened out within the next two or three weeks we will have active business the balance of the year."

W. J. Ehrsam, the J. B. Ehrsam & Sons Manufacturing Co., Enterprise, Kan.: "While we are not directly interested in building material, being manufacturers of machinery for plaster mills, we are led to believe that business is quiet in the plaster line in the southwest and extreme west. We base our belief on the fact that there are practically no inquiries for new plants and very little is done in the way of making improvements and replacements in the older plants."

"We think that business, especially in Kansas, Oklahoma, Colorado, New Mexico, Arizona, California and neighboring states will show a decided improvement soon, as there have been abundant crops and the farmers and ranchmen are receiving good prices for their product."

Frank A. Mitchell, vice president and general manager Ceresit Waterproofing Co., Chicago: "The month of August seems to have been a very poor month for everybody in the building trade, as far as we can determine. This seems to have been due largely to the suddenness of the opening of hostilities in Europe, which occurred just about the first of August. The atmosphere seems to be clearing now, and without question conditions will approach a normal state within a very short time, whether the war continues or not."

"The South, of course, is still feeling the effects and will until the cotton crop is disposed of in some way or other. However, the cotton situation is not as serious as is generally believed, and several movements are on foot to help the cotton producers in a way that will be far more effective than the popular 'Buy-a-Bale' movement."

"Our own business, which reflects to a certain extent the conditions of the building trade, has been normal since Labor Day, and every indication points to a very active fall."

R. C. Sykes, assistant manager, The Troy Wagon Works Co., Troy, Ohio: "There is no question but that some of the territories we are working have been very badly hit. Canada is almost at a standstill as a direct reflection of the European war. Most of the South is in a bad condition on account of inability to finance the cotton crop. However, we certainly feel that these two sections are exceptions. We have not slowed up at all in the balance of the country, and outside of the psychological depression caused by too much calamity howling, we have no complaints to make. Conditions are fundamentally sound and we ourselves are going to put on the sales pressure this fall and all next year, to a greater extent than we have in the past. We might also add that we are making arrangements to

'cash in' on the new opportunities offered in South America and can see no reason whatever why next year should not be a banner one for us."

W. W. Fischer, Fischer Lime & Cement Co., Memphis, Tenn.: "While very little new work is being started in this vicinity, so far this year has been about up to the average. Present prospects for a low price on cotton is depressing the entire South, but if the 'Buy-a-Bale-and-Hold-It' plan takes off the market the two million bales we expect it will, together with the increased consumption by the American mills, it should put the price up about 10 cents, which will mean the continuation of normal business during the next twelve months."

"Our jobbing business in the territory tributary to Memphis continues good and we have quite a good deal of big work in prospect around Memphis which will be started just as soon as the securities can be disposed of and the money obtained to start the work."

Charles M. Kelly, president and manager, James C. Goff Co., Providence, R. I.: "I am sorry to advise that business conditions in the building material business are not as good as is usual at this time of year in this vicinity. While occasionally I meet with some dealer in this class of material who reports that his business is up to the standard, it is generally admitted that the volume of business in general does not come up to the usual year's record."

"Most all the dealers, however, are so optimistic as to believe that the next two months' business will be much better than it has been during the past three or four months; and I hope that they will not be disappointed with the business that they get during that period."

J. W. Windsor, secretary, Houston Brothers Co., Pittsburgh, Pa.: "There is a considerable amount of building going on at this time and while there is no new large work started, there is a great deal of unfinished business proceeding, that will keep the material men busy the rest of the year. Our wholesale business has been very good, partly owing to the reason that clay goods are down in price to rock bottom and many of the dealers are taking advantage of same to carry a liberal stock."

"General building conditions throughout the states covered by our salesmen seem to be about up to normal and war conditions do not seem to have affected sentiment to a great extent. We believe business conditions in this country are on the verge of one of the greatest booms in its history."

#### THE TEST.

What is a failure? It's only a spur  
To a man who receives it right,  
And it makes the spirit within him stir  
To go in once more and fight.  
If you never have failed it's an even guess  
You never have won a high success.

What is a miss? It's a practice shot  
Which we often must make to enter  
The list of those who can hit the spot  
Of the bull's-eye in the center.  
If you never have sent your bullet wide,  
You never have put a mark inside.

What is a knockdown? A count of ten  
Which a man may take for a rest.  
It will give him a chance to come up again  
And do his particular best.  
If you've never been bumped in a rattling go,  
You never have come to the scratch, I know.

—Edmund Vance Cooke.

Are you a member of The Bourse Family?



## Legal Department

CONDUCTED BY ELTON J. BUCKLEY

### Laws Against Unfair Business Practices

Requests for information in this department should tersely set out in full all the facts bearing on the case and all questions should be carefully framed to avoid misconception. Write on one side of the sheet only. Letters should be received at the office of ROCK PRODUCTS AND BUILDING MATERIALS not later than the first and fifteenth of each month to insure an answer in the issue following. The signature and address of the writer must accompany all inquiries and will be published unless there is a request not to do so. **ALL INQUIRIES RECEIVED WILL BE ANSWERED WITHOUT CHARGE.**

The following letter enables me to say something regarding a very important public movement:

Elkhart, Ind., Sept. 24, 1914.

Elton J. Buckley, Esq.

Dear Sir:—I have read articles from time to time recently regarding the new laws that are being passed by different states and by Congress against unfair competition. The most important point of these laws is that they prevent any concern from making one price on its product in one section and another price in another. I wish you would explain just what these laws mean and how they will affect merchants. Almost everybody in business quotes a lower price to some customers than to some others. Have any prosecutions been brought against anybody under these laws as yet? Please, also say something about the similar law which we are told has just been passed by Congress. Will it have any bearing, say, upon a retail or wholesale dealer doing business all within his own state?

Respectfully yours,

ROBERT O. SIMPSON.

Where he speaks of the Federal act, this correspondent refers to the law known as the Federal Commerce law, which I believe was signed by the President only a few days ago. It creates a commission which has to a degree the same power to supervise business that the Interstate Commerce Commission has to supervise railroads. But only interstate business. A retail or wholesale dealer buying his goods wholly from people within his own state, and selling them wholly to people within his own state, has no need to consider the new Federal law at all. It only touches business between different states, or business in United States territories and the District of Columbia. If a dealer sells wholly within his own state, but buys from people outside of his own state, he is a part of interstate commerce, of course, and the new law will indirectly touch him. The dealer who both buys and sells in other states is directly subject to it, but only as to that part of his business which is done in that way.

The important part of the Federal Trade Commission law is the provision "That unfair methods of competition in commerce are hereby declared unlawful." Not a word as to what shall be considered unfair—that is left for the decision first of the new commission, and, second, of the courts on appeals from the commission. I anticipate some stirring times over establishing a definition for "unfair" which will really define.

The law which concerns the average dealer much more directly is the state law which is being passed by different states on the same subject and which is much more definite than the Federal law. The

states which have passed laws against unfair business so far are Nebraska, South Dakota, Iowa, Minnesota and New Jersey, but similar laws are being introduced in other states as fast as their legislatures meet, and probably such legislation will be general in a comparatively short time.

One of the important features of all these state acts is a provision forbidding the making of different prices on the same product in different sections. But there is always a condition—provided this is done either to destroy a competitor or create a monopoly.

The Nebraska law prohibits a person's selling at a lower price in one place in the state than another "with the purpose of destroying the business of a competitor."

Minnesota prohibits it, where it is done "for the purpose of destroying the business of a competitor or creating a monopoly in any locality."

Iowa declares it unlawful, when done "for the purpose of creating a monopoly or destroying the business of a competitor."

New Jersey makes it unlawful for any person, etc., engaged in the production, manufacture, distribution or sale of any commodity of general use, or rendering any service to the public to discriminate between different persons, etc., "... if the effect or intent thereof is to establish or maintain a virtual monopoly, hindering competition or restriction of trade."

The South Dakota act makes local underselling unlawful, "if done for the purpose of destroying the competition of any regular established dealer in such commodity, or preventing the competition of any person who in good faith intends and attempts to become such dealer."

This proviso, which, as I have pointed out, appears in all the present laws and must appear in all future ones if they are to be constitutional, will not prevent a seller of merchandise from varying his prices in different sections for the usual reasons that sellers have for doing that. Only where his interest is to destroy a competitor or gain a monopoly can he be prosecuted. In my judgment, this will make the cases that can be brought under these laws very few, because only in the clearest cases of illegal intent can the law apply.

For instance, the first case brought under this provision of the New Jersey act was decided a few days ago. The Standard Oil Co., which, by the way, has in the past been one of the most flagrant perpetrators of competitive schemes such as these laws are intended to prevent, got into a fuss with a competitor and a price war resulted—prices where the two concerns were competing sunk far below where they were in other sections. Prosecutions was begun against the Standard Oil Co. under the new law, but it fell flat—the court's decision has not been fully reported as yet, but the understanding is that the decision was that this was simply a price war—there was no evidence of any intent to destroy a competitor or obtain a monopoly.

Of course, everything we do, in a sense, is done with the hope and intent of getting the better of a competitor and that far destroying him. But that is not the sort of destroying that the law means.

I can say to the trade generally, wholesale, retail and manufacturing, that none of their usual and customary practices in the course of competition will be affected by these laws at all. Here are some specific instances:

A seller who sells goods in different sections, in some of which he has competition and in some of which he has not, can legally continue to sell higher in the non-competitive sections.

A seller can legally continue to sell one customer cheaper than another, for any reason based on the varying desirability of the two customers, or for that matter, from mere whim.

A seller can legally continue to cause the price of an article to be lower in one section than in another, by giving premiums or stamps in the former section and not in the latter.

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## TRAFFIC NEWS

### Plaster Board Rates.

The Grand Rapids Plaster Co. has filed a formal complaint against the Ann Arbor and other roads in Central Freight Association territory, attacking the reasonableness of plaster board rates that went into effect Aug. 15, against its protest. On that day plaster board was eliminated from the list of articles that might be shipped on the commodity rate of 83.33 per cent of the sixth class rate to Central Freight Association destinations.

The complaint asserts that the effect of the elimination of plaster board from the list of gypsum products that may be shipped on that commodity rate is to increase the rate on such articles as are usually shipped in combination with plaster board to the sixth class, which they point out is higher than if the five per cent advance had been allowed.

The petition points out that plaster board is never shipped in straight carloads, for the reason that no dealer ever wants a carload of board, but he does order mixed carloads of gypsum products.

The point is further made that in allowing the elimination of plaster board the Interstate Commerce Commission is allowing an advance to be made in rates in issue in the complaint of the same company against the Lake Shore and others, which was submitted, on oral argument, Oct. 21, 1913, but is not yet decided, and that the allowance of the elimination affects one-third of the complainant's tariffs. It is further contended that the elimination allowed by the commission is contrary to a decision it made with respect to rates from Carbutt, N. Y., to New York City, in which it decided that substantially 90 per cent of the sixth class rate would be a reasonable one for plaster board.

### ADVANCED RATE PROTESTS.

Unofficial but fairly authentic information is that there are about 100 protests against the Interstate Commerce Commission granting the modifications in the five per cent order as requested by Eastern carriers. The Pittsburgh Coal Co., it is known positively, has filed a protest. That means that the coal shippers will hold the position they took when the case was originally heard. It is also known that a good many protests have come from shippers of building materials. They are able to show as great a depression in their business as the railroads' data suggest as to the depression in theirs. In other words, it is argued that the condition of the carriers differs in no way, now, from that of nearly all other business, whatever may have been the fact when the case was originally disposed of.

At the original hearing the carriers were able to make a strong point by insisting that while prices for all commodities had gone up, railroad rates had, on a general survey, gone down. The protestants now contend that there is no such condition existing and that the higher prices in other lines of business have disappeared so that there is no disproportion between them and railroad rates.

## BUILDERS' SPECIALTIES

### Quiet Periods Made Profitable Through Specialties

There are periods of quietness in every business institution when, to use a slang phrase, "the bottom seems to drop out of business." The builders' supply man witnesses occasionally these quiet times, and unless he is in a position to supply his trade with specialties that can be installed into buildings, old or new, at any time, these periods of dullness will be recorded on his books in an undesirable manner. In other words, the bookkeeping department will be compelled to record a loss during the month or months in which such quietness prevails.

A number of the more progressive builders supply dealers are endeavoring to tide over these disastrous dull periods of time by instructing their salesmen to concentrate on the sale of such materials as can be installed into structures already erected and which will improve the appearance of such buildings, as well as enhance their value.

A specialty which is becoming popular with building material dealers and for which they are finding, after a little educational work, a ready market is the coal chute. The average coal chute is sold to the consumer at \$12.00. The various manufacturers of this device have given long and serious consideration to the situation of the building material dealer, and as a result have adopted plans of co-operation in which they aid the dealer in the sale of his chutes. In addition to providing descriptive circulars for general distribution, they offer the retailers a substantial profit.

There are other specialties which can likewise be sold during such times as demands for staple materials are not forthcoming, such as metal lath and plaster board, to be used in conjunction with plaster, for the purpose of partitioning off attic rooms. Clay and gypsum partition tile may also be used for this purpose. Then there are other specialties which can be used in numerous ways about either old or new buildings, such as waterproofings and roofing materials.

Retailers who have investigated the possibilities of the specialty field are satisfied that the comparative ease with which the specialties are sold, together with the monetary returns, fully justify them in devoting a good portion of their time to the sale of these materials.

Specialties are sold in various ways, depending entirely upon the policy of the company engaged in their sales. Some retailers have adopted what seems to be the most practical plan of appointing certain of their salesmen to spend their entire time and attention with the specialties. After becoming fully conversant with their various lines these men call upon home owners, architects and contractors and discuss with them the advantages to be gained through the installation or use of the specialties they have for sale. The fact that they spend all of their time and give all of their attention to specialties explains why they produce greater results than those who do not confine themselves exclusively to a certain set of materials. Such salesmen in most instances are told to use their own judgment in selecting prospective customers, but they must be emphatically told to "get the orders."

In communities where the total amount of business secured does not permit retailers to employ more than one or two salesmen, the specialty man cannot expect to devote all of his time to the sale of specialties. He will find it necessary to sell staple articles, such as cement, lime, plaster, etc., as well as his specialties. In such instances the

sale of specialties does not occur with frequency enough to pay the expenses of a permanent specialty salesman, and hence he has not the opportunity to concentrate in the same manner as his more fortunate big-city brother. But he has an opportunity to sell specialties and should take advantage of it whenever possible. It should be the aim and ambition of every salesman, whether located in the smallest town or in the metropolitan markets of the large cities, to secure for the firm he represents as large orders as possible, covering as great a variety of materials as his firm handles.

Retailers can perform a great favor for their salesmen and at the same time increase their own profits as well as the salary of the salesmen by investigating the merits and the possibilities of the various specialties which are being sold to the retail trade; after securing definite information, they should add the more dependable goods to their line. In every community there are concrete structures which should be waterproofed; there are dilapidated structures which would be greatly improved if a roof of prepared roofing materials were placed upon them; ugly looking cellars with dirty and coal-stained window casements could be greatly improved through the installation of one or more coal chutes.

There is a large field for the sale of specialties in every community, and the greater the perceptive ability of the retailer, the greater will be his chance for augmenting his annual profits. Lethargy caused by "watchful waiting" on the part of retailers never will secure much more than a living and a poor one at that for building material dealers. This is the twentieth century; and clever men with active brains are needed in the building material business. This business needs men big enough and broad enough to not only grasp the opportunities before them, but in cases where opportunities do not exist, to create them. In performing this service for themselves as well as their communities, retailers can be greatly assisted by the large variety of necessary and dependable builders' specialties.

#### LOUISVILLE ROOFING NOTES.

Louisville, Oct. 5.—L. M. Rice, president of the Central Paint & Roofing Co., reports business very good, but says that it is not quite as active as it was at the corresponding season last year. Nearly all material now being handled is of the roll type and very little built-up work is being done.

J. J. Mather, local manager of Breeze Brothers, who have their principal office at Cincinnati, is more than pleased with conditions as he has found them in both roofings and wallboards, as well as skylights and metal shingles, etc. Business on prepared roofings was never better than at present and a considerable quantity of metal work on skylights is being handled. The Cincinnati factory is working full time and using 209 men, according to Mr. Mather, who was up to the main office last week. He has just completed laying a built-up roof on the Paul Jones office building of Louisville and has had nine contracts out through the state on tobacco warehouses. Some of these contracts have been completed, but several are yet to be finished. One warehouse was at Harrodsburg, and others were at Hardinsburg, Owensboro, Horse Cave, The Growers' Warehouse Co., of Lexington, the Mercer Loose Leaf Warehouses, of Mercer county,

#### Philadelphia and Vicinity.

Philadelphia, Oct. 5.—Retail supply men have been fairly active during the past two weeks, late developments being favorable rather than otherwise. The present month is expected to be a good one, building permits having held up well and other indications being favorable. Most of the retailers, as well as other business men, are talking big business now instead of "war news." That means, according to psychologists, that big business will materialize as a matter of course.

A. H. Wonderly, of the Wonderly Building Supply Co., 621 Commerce street, reports: "Business during the month of September was rather lively and October seems to have started off on the same track. We are receiving a good supply of orders, there being quite a number of churches and convents under construction. Deliveries are fine and I certainly look for a very good fall business."

Alfred Bates, manager of the Union Building Co., in speaking of business conditions, reports: "We have been experiencing a steady, seasonable inquiry for practically all lines of building materials, while the actual amount of business transacted thus far this year compares most satisfactorily with that of the same period of the past few years. Despite some adverse controversy which has arisen as an outcome of the European war, and which relates to many branches of the consuming trades, as yet their supposedly drastic effects have not materialized to any great extent."

The estate of Anthony B. Van Houten, building supply man, of Paterson, N. J., who died recently, will be disposed of pursuant to his will, which was recently probated. The widow is to receive the income from the entire estate during her life, and upon her death the estate is to be divided between Edmund Van Houten and Jane Hopper, children, and legacies of \$500 each are to be given to three grandchildren.

Building supply dealers and corporations employing many traveling men are buying many mileage books. The rate per mile advanced from two cents to two and one-half cents on Oct. 1, and various concerns whose salesmen's traveling money is a big item of expense are taking time by the forelock and stocking up on mileage books.

#### NEW COAL CHUTE CATALOG.

A neat little pamphlet of four pages has been published in the interests of the "Kewanee All-Steel" coal chute. By the aid of good typography and paper the Kewanee Manufacturing Co. has been able to put out a folder which is not only attractive and illustrative of the line of coal chutes manufactured by this company but which is also easily read.

This pamphlet gives in detail the reasons for using coal chutes and then goes on to tell of the indestructibility of the "Kewanee All-Steel" coal chute. Among the attractive features emphasized in the pamphlet is that this coal chute comes in three sizes, is easily installed and works automatically.

In its co-operation policy the Kewanee Manufacturing Co. is distributing these pamphlets to the trade through the retail trade. The offices of this company are at Kewanee, Ill.

**The connecting link between factory and delivery of goods to the consumer is the salesman and the trade paper. When they jointly get behind anything and intelligently and persistently push it, it's a success. The prosperity of the salesman and the trade paper, then, depends on CO-OPERATION. "Barkis is willin'."**



# NEWS of the TRADE

## Pittsburgh Market.

Pittsburgh, Oct. 5.—The situation here is holding up to fairly good business considering war conditions. The money market has been very tight. This has cut down seriously fall building and also big construction projects that were about to be started. Railroads especially have drawn out of the market for supplies and are not spending any money that is not absolutely essential. Big building projects which were started in the spring or summer are being hurried to completion. Local building concerns have had a very good trade along this line all summer. There is also some evidence that house building is going to be in larger amounts this fall. The demand for street and road material is not as good as it was last year. Less state money has been forthcoming and since the war opened the difficulty in selling bonds has held up a large number of city and country projects.

In general retailers report nearly or quite as much business done as in 1913. It is not likely, however, that the year as a whole will produce as good totals as last year for all business is now in a very much mixed up state.

The Knoxville Land & Improvement Co., which has been out of the building market for a long time, is about to start the erection of 60 more houses in Knoxville, a south hill suburb, where it has built over 2,000 houses in the past 12 years.

Miller & Coulson report a steady business in building blocks although their trade has fallen off a little the past few weeks. They are busy on a lot of special work. Their plant at Salineville, Ohio, is being enlarged by the erection of a big kiln. At Reynoldsville, Pa., the company has been working steady all summer manufacturing building blocks. It bought a brick cutter lately for its plant at Salineville and has been making quite a quantity of brick this summer.

Booth & Flinn, Ltd., have work well advanced on raising the entire square of city buildings bounded by Grant, Diamond & Ross streets and Fourth avenue, where the \$3,000,000 combination city hall and courthouse is to be built.

State Building Code Commission will shortly complete its labors, when it may be known what changes are to be made in the Pennsylvania building laws. The City Building Code Commission made its report during the last session of the state assembly, and among other legislation fathered by the commission was nine-inch brick walls for ordinary-sized dwellings. Builders predict that if the nine-inch wall provision is adopted it will greatly stimulate the construction of solid brick houses, and will result in the erection of many less brick veneered houses. Manufacturers of hollow building tile are anxious to learn whether the code will give that material a wider field in house construction.

The Berkeley Building Co. has been organized by C. L. Peddit, P. J. Harkins and R. H. Martin of this city to engage in general building and building supply business.

The Union Trust Co. has filed a petition in court asking that the property of the Pittsburgh-Buffalo Co., which is subject to a second mortgage given by that company and the Union Trust Co. and on which there is only \$1,750,000, be sold. The bill in equity was filed against the Pittsburgh-Buffalo Co. by F. W. Babcock, John W. Ailes and John H. Jones, receivers of the Pittsburgh-Buffalo Co., the United States Sewer Pipe Co. and the Potter Title & Trust Co.,

trustee. The Pittsburgh-Buffalo Co. conducted one of the biggest building supply businesses in this city.

## Louisville Market Active.

Louisville, Ky., Oct. 5.—Business with the building supply men of Louisville is remarkably active for the season, and few, if any, complaints are being heard in the trade. The European war is, of course, having a tendency toward making money tight, and some building has been postponed as a consequence, but the city is growing rapidly and prospects look bright.

The report of the City Building Inspector shows that in the fiscal year ending Aug. 31, a total of 2,466 building permits were issued in Louisville to erect buildings valued at \$4,518,000. In the year preceding 55 fewer permits were issued, while the total value of those applied for was \$4,358,000. There has been a good increase, despite the depressed business conditions that have prevailed in some parts of the country.

The local building supply men are looking forward with much interest to the letting of contracts for a new school building on Forty-first street. This job will probably be one of the last large contracts let this season, and the brick men are especially anxious to land the face brick contract. The total contract will run to about \$65,000 and bids are now being received from the contractors for the main job.

A. E. Livingston, sales manager of the Louisville Builders' Supply Co., is very much pleased over the recent award to his company of a contract for supplying the city with all lime and cement used in municipal work during the coming year. The contract will call for from 10,000 to 20,000 barrels. Brick has been quiet with the company for the past few weeks, but sewer pipe, terra cotta, wall plaster, lime and cement have all been moving nicely. The majority of the contracts are for small amounts, but the aggregate is very pleasing.

The Union Cement & Lime Co. is now handling the Meilink line of wall safes. An advertisement in the way of a two-foot folding rule is being distributed to the trade. The rule is printed on both sides and lists a number of the products carried by the concern.

William F. Lang, secretary-treasurer of the Tyler Building Supply Co., reports several fairly good sales of face brick during the past two weeks. Seventy thousand old English mission brick, made by the McArthur Brick Co., of McArthur, Ohio, are being supplied for a new school building at Pikesville, Ky., and another contract for 40,000 Greendale rugs will be supplied for a new building for the colored Knights of Pythias, in Louisville. The Tyler company is now getting out a folder to the trade in which it lists the various lines carried.

The P. Bannon Pipe Co. reports that business has been excellent and its new line of salt glazed brick is making a strong hit. M. J. Bannon and Patrick Bannon, Jr., are both having brick houses built just now, in which practically nothing but clay products will be used. The stairways and floors as far as possible will be made of flat tile or tiling.

Guy Warren, of Warren Brothers, reports that he is doing very little in the building supply line just now, and that contractors' machinery is not especially active.

## Kansas City Activities.

Kansas City, Mo., Oct. 5.—Building operations in Kansas City started up after several weeks of idleness due to a strike, by the settlement of the labor difficulties on Sept. 26. The agreement under which work was resumed was made between the pike workers, plumbers, steam fitters, electric workers and the bricklayers, masons and plasterers international unions. It is said that when the big work now on hand reaches the point where concrete reinforcement must be done or when new work involving this class of labor appears the dissensions will be renewed. However, at present the largest jobs in the city are again scenes of activity.

While there has been a distinct depression in the new building operations in Kansas City and vicinity due to the inability to finance fresh projects, the past two or three weeks has shown a rather marked increase in the amount of city improvements. Kansas City, Mo., is especially active in this respect, the streets to be paved or to be supplied with sidewalks involved in recent action by the council numbering into the dozens. Business streets are largely being repaved with creosoted blocks. Storms in September, however, did considerable damage to some of the new creosoted block pavements and at present there is agitation for the changing of the specifications on some projected work. The largest proportion of the new paving proceedings provide for asphaltic concrete or concrete pavement which is to be maintained with oil. Most of the streets that have been paved with creosoted blocks have granite blocks between the street car tracks, and granite blocks are being provided for some streets on which the trucking traffic is especially heavy.

The increase in city work is not confined to Kansas City, Mo. Most of the larger cities in Kansas and Missouri and very many smaller towns are planning street improvements. Some of the larger projects in these towns, such as installation of water and light plants and the building of filters, are temporarily held up because of the inability to sell bonds. Most of the sewer work, however, is being pushed.

Work on the Rock Island elevator in Kansas City, Kan., was resumed Sept. 24, when ten concrete men went back; the building operation probably will be resumed fully within a few days.

The Park Board of Kansas City has put to work on the scores of miles of macadam boulevards a wagon drawing a melting pot of 150 gallons capacity. The wagon contains crushed rock, grit and asphaltum, and is continually on the boulevards repairing holes whenever they are reported.

The demand for cement from farmers is growing rapidly and promises to make up largely for any deficiency in the municipal outlet. The farmers find that they can build corn cribs and out-buildings of cement that will last indefinitely without the need of repairs or paint. An interesting development of the familiarity with concrete construction by farmers was reported in Kansas City recently from a county in eastern Kansas. Fifteen or 20 bridges were to be built of reinforced concrete. It is reported that more than 20 farmers were planning to bid for the contract, some of them for one or two in their own neighborhood and others for several.

Are you a member of The Bourse Family?



## We can design Gravel Washing Plant to suit your own Requirements—

Every "S-A" Gravel Washing or Screening Plant is designed to meet special and peculiar conditions—it is designed *primarily* to pay on the investment. We study your market requirements, your probable future demands, your railroad facilities, as well as the character of your gravel, the location of the plant, etc. All these affect the financial success of the plant—and every one of our 250 plants has paid dividends on the investment.

Our Engineers are here  
at your service. Write

**Stephens - Adamson Mfg. Co.**  
Conveying Engineers

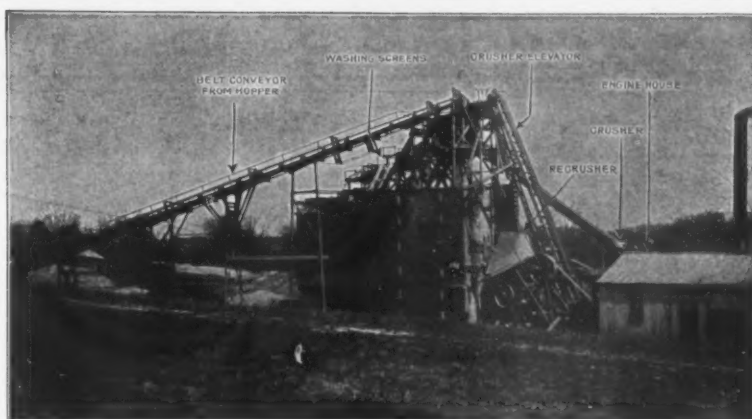
**AURORA, ILLINOIS**

NEW YORK  
BOSTON

CHICAGO  
LOS ANGELES

PITTSBURGH  
SALT LAKE CITY

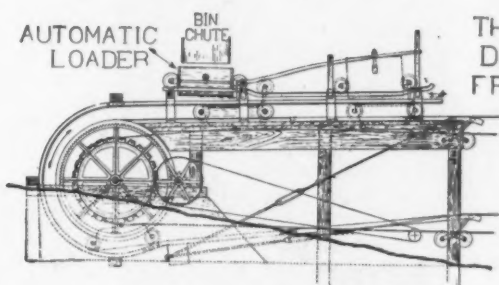
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TORONTO



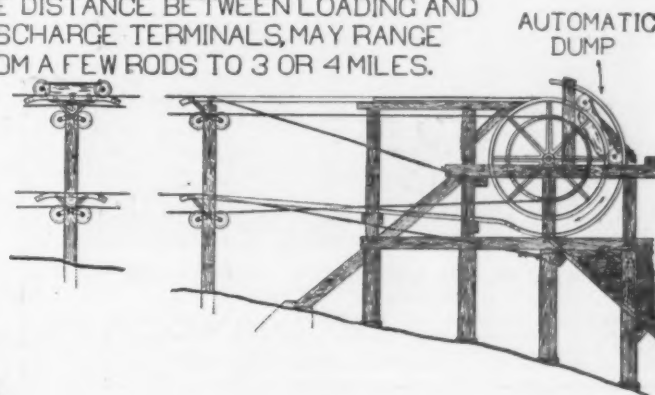
The plant, shown above, was designed and built for a market capacity of four cars per day with an allowance for future increases. In one year, the plant had to be increased to handle ten cars daily and all extensions were paid for out of the season's profits. A steam shovel excavates the gravel and delivers into standard gauge cars hauled by a dinky locomotive. The cars dump into a track hopper from which the gravel is carried on the 24-inch by 175-foot inclined belt conveyor to the screens. The product is washed absolutely clean in "S-A" Gilbert Screens and is in great demand.

**We design and equip Rock Crushing Plants, Sand and Gravel Washing Plants, Screening Plants, Storage Systems.**

**We manufacture Conveyors, Elevators, Transmission Equipment, Gates, Feeders, Car Pullers, etc.**



THE DISTANCE BETWEEN LOADING AND DISCHARGE TERMINALS MAY RANGE FROM A FEW RODS TO 3 OR 4 MILES.



## The Carrying Trade Of the United States

In these troublous times we hear much of the "increase of our carrying trade" as a large factor of future prosperity. Nothing more certain—but just what do we mean by "our carrying trade?" Over-seas in American bottoms? Interstate by rail or river? All this, of course,—but more.

In its relation to the cost of **YOUR OWN PRODUCT** and the profit **YOU** make on it, is it not self-evident that 10 cents,—20 cents,—50 cents a ton **AS THE PROFIT MADE ON YOUR OWN PRIVATE "CARRYING TRADE"** from your phosphate bed to your works,—from your mine to your shipping point,—from your clay bank to your pug mill,—from anywhere to anywhere,—means just as much as 10, 20, or 50 cents a ton on your export shipment? Yes, and it means more, because you get **all of it**, while on your finished product the middle-man takes his slice.

### That is why we are SHORT-HAUL ENGINEERS

Our business is to squeeze out for you every last cent savable in your crude or inter-department haul, your private "carrying trade." Come at us with your problem. We will put our time against yours. Throttle your waste **NOW** while times are hard and profits close. It won't cost you much to do it.

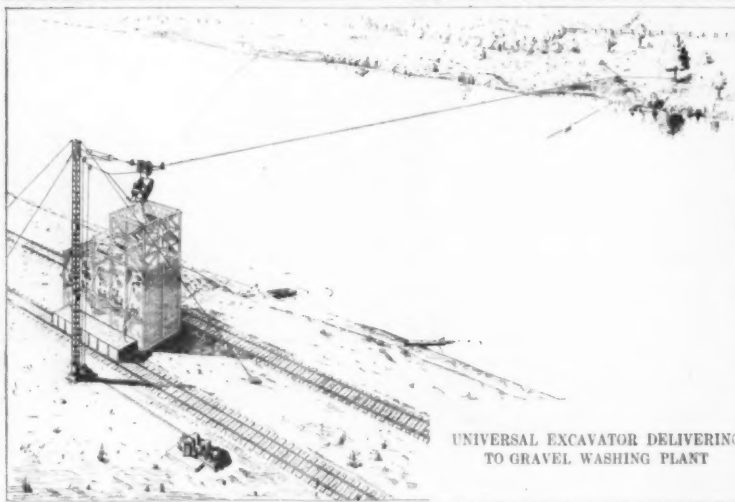
**CONSOLIDATED TRAMWAY COMPANY, 61 Broadway, New York**

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

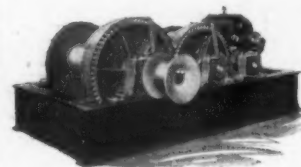
## UNIVERSAL CABLEWAY EXCAVATORS



Our Excavator Buckets are designed to dig with minimum power. Wearing parts are all readily renewable. Patent toggle and tipping chain to load insure positive, easy digging action.



UNIVERSAL EXCAVATOR DELIVERING TO GRAVEL WASHING PLANT



Steel Frame Electric Hoist with cut cast steel gears throughout designed especially for excavator duty. The strongest, fastest, most durable electric hoist built.

**J. C. BUCKBEE COMPANY, ENGINEERS, CHICAGO**

**INDIANAPOLIS CABLE EXCAVATOR CO.**  
Beauty Avenue and New York Street Indianapolis, Indiana

**NEGLEY PATENTED EXCAVATORS**

**LELAND EQUIPMENT COMPANY**  
126-128 Pine Street San Francisco, Calif.  
Agents for Arizona, California and Nevada

**CHAS. T. TOPPING MACHINERY COMPANY**  
Agents for Western Penna. and W. Va. Bessemer Bldg., Pittsburgh, Penna.

Write us for prices on "BEAR CREEK" brand White Lime and "WHITE BEAR" Hydrated Lime. Prompt Shipment.

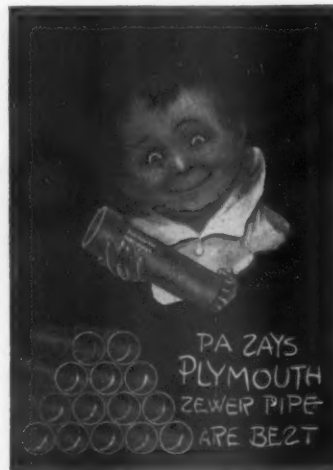
**HANNIBAL LIME CO. HANNIBAL MO.**



IT WILL PAY YOU TO HANDLE THE MODERN FIRE PROOF BUILDING MATERIAL

We manufacture all sizes and shapes from the highest grade shale by the most modern process, including backing up, partition, floor arches and hollow brick; also DRAIN TILE.

**AMERICAN CLAY CO.**  
25 So. Seventh St., TERRE HAUTE, IND.



**PLYMOUTH CLAY PRODUCTS CO.**

**FORT DODGE, IOWA**

## BRICK—The Old Way of Handling Them is a Nuisance

In tossing brick out of a car many are broken. A wheelbarrow doesn't carry enough bricks to warrant the time it takes to load, wheel it out and dump it.



**Use a CLEVELAND BRICK CLAMP**

*It is the Newest and Quickest Way*

Furthermore, in unloading brick it actually saves ONE-THIRD of the time over the old methods. This clamp is adjustable and will carry from FOUR to TWELVE bricks. There's no fuss or bother. Simply place the clamp down on the bricks and lift the handle.

The price? It is so inexpensive ANYONE can afford it. Just send your name on a postal and we'll send a neat catalog and price list.

**THE P. D. CRANE COMPANY, 10201 Harvard Avenue, Cleveland, Ohio**

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

## Here's Another DULL Installation



**THE** Northern Gravel Company, Muscatine, Iowa, is another of the many successful washing plants designed by DULL and equipped with DULL machinery.

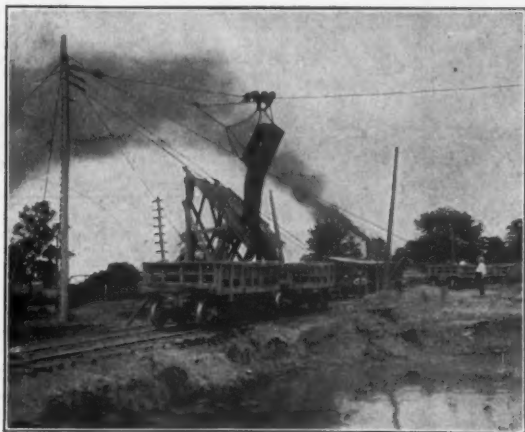
As specialists in this class of work, we are prepared to solve your gravel handling problems.

Our booklet, "Plants for Washing Sand and Gravel," is yours for the asking.

*Manufacturers of drag line excavators, Portable Gravel Washers, sand separators and conveyors.*

**The Raymond W. Dull Company**

1910-1912 Conway Building, CHICAGO, ILL.



## For Digging Sand and Gravel

from wet or dry pits and conveying the material direct to bins, screens, cars or stock piles, the

**SHEARER AND MAYER  
DRAGLINE CABLEWAY EXCAVATOR  
PATENTED**

is a simple, efficient, and economical machine. Operated with double drum friction hoist. Under positive control of one operator.

WRITE FOR COMPLETE INFORMATION.

**SAUERMAN BROS.,** 1140 Monadnock Block  
CHICAGO, ILLINOIS.  
ENGINEERS AND SELLING AGENTS



Thousands may read this advertisement, but it was written for one person only, and that man is YOU.

Your business is to sell builders' supplies to satisfied customers, and getting your money for them, with enough profit in the transaction to make it worth while.

Our business is to sell CERESIT Waterproofing Compound to you for the above purpose.

"Is CERESIT the best cement waterproofer?"

"Is it profitable to handle?"

These are two important questions you want answered. Write for the Book of Evidence and our dealer's price to you.

**Ceresit Waterproofing Company**

924 Westminster Bldg., CHICAGO, ILL.

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS



The market place of the building material industry. Employment department, machinery wanted and for sale, etc. If your wants are not answered in this page, write a letter to this office.

**THE FRANCIS PUBLISHING CO.**  
537 S. Dearborn Street Chicago, Illinois

# THE BOURSE

Advertisements will be inserted in this section at the following rates:  
For one insertion.....25 cents a line  
For two insertions.....45 cents a line  
For three insertions.....65 cents a line  
Eight words of ordinary length make one line.  
Headings counts as two lines.  
No display except the headings can be admitted.  
Remittances should accompany the order. No extra charges for copy of paper containing the advertisement.

## EMPLOYMENT WANTED

WANTED—Position as superintendent of stone crushing plant. Thoroughly familiar with operation and maintenance of different equipment, in quarry and crushing plant, which is conducive to efficient and satisfactory results. At present employed in same line of work. Address Box 1015, care ROCK PRODUCTS AND BUILDING MATERIALS.

WANTED—Position as General Manager or Salesman by man experienced in the rock crusher business and in road contracting; also, in the sale and delivery of cement and lime. Twenty years' experience, highest reference for ability and character. Only engagement with a high-grade concern will be considered. Address Box 1009, care ROCK PRODUCTS AND BUILDING MATERIALS.

WANTED—Position by sand-lime brick man of many years' experience. Thorough knowledge of manufacturing. Best of references. Address BOX 1012, care ROCK PRODUCTS AND BUILDING MATERIALS.

WANTED—Position as quarry superintendent. Twenty years' experience erecting and operating crushing plants. Reference. Address BOX 1011, care ROCK PRODUCTS AND BUILDING MATERIALS.

## CARS & LOCOMOTIVES FOR SALE

### CARS.

156—5 yard 36-inch gauge all steel Peteler 2-way dump cars, built 1910 and '11. Thoroughly overhauled. Practically good as new. The best dump cars we have ever seen. We are putting these cars on the market at bargain prices. Write us for further information.  
Eight 36-inch gauge double-truck flat cars.

### LOCOMOTIVES.

Eleven—12x16 Porter four-wheel saddle-tank 36-inch gauge locomotives, built 1910 and '11, and used until the end of the season 1911; practically new.  
One—11x16 Pittsburg four-wheel saddle tank, 36-inch gauge.  
Thirty-five 9x14 Porter four-wheel saddle tanks, 36-inch gauge. Most of these have steel cabs and were built since 1902.

### STEAM SHOVELS.

Three—Marion Model 60 steam shovels, in excellent condition; ready for immediate shipment.  
One—Bucyrus Model 65, with Model 70 front and applied. Thoroughly overhauled.  
Two—Marion Model G shovels, in first-class condition. Also big lot steam shovel repair parts, and other contractors' equipment.  
MINNESOTA EQUIPMENT CO., Hibbing, Minn.

## WHETHER YOU WANT

a machine now or not, it will pay you to examine the following machines carefully and *note the prices.* These machines are *guaranteed to be equal to new* for all practical purposes.

ROCK CRUSHER, No. 2, Gates Manganese fitted, 2-arm spider.....	250.00
ROCK CRUSHER, No. 3, style "D" Gates, chilled iron.....	325.00
ROCK CRUSHER, No. 4, style "D" Gates, chilled iron.....	425.00
ROCK CRUSHER, No. 5, style "D" Gates, chilled iron.....	700.00
ROCK CRUSHER, No. 6, style "D" Gates, chilled iron.....	950.00
ROCK CRUSHER, No. 7, Kennedy suspended head.....	1,300.00
ROCK CRUSHER, No. 8, Gates "K", practically new.....	2,300.00
SCREEN, 48"x20", revolving iron frame, any size perforations.....	350.00
SCREEN, 60"x20", revolving, iron frame, any size perforations.....	450.00
STEAM SHOVEL, No. 0 Thew, traction 1 yard.....	2,500.00
STEAM SHOVEL, 60-ton Marion, Model "C", 24-yard.....	2,500.00
STEAM SHOVEL, 70-C Bucyrus, 24-yard.....	4,800.00
STEAM SHOVEL, 95 Bucyrus, 5-yard.....	6,000.00
HOISTING ENGINE, belted 8 D., like new.....	95.00
HOISTING ENGINE, Lidgetwood, 7x10, DC, DD, with new boiler, and with swinging gear.....	720.00
DERRICK, 5-ton, all steel, 50' boom, bull wheel.....	390.00
DERRICK, wood, stiff leg, 60' boom.....	350.00
DUMP CARS, 50 Quarry cars, end dump, 36" gauge, capacity 8,000 lbs., each.....	50.00
DERRICK, 60' boom, 4-yard clam shell, 7x10 hoist.....	750.00
LOCOMOTIVE, Porter Saddle Tank, 8x12 standard gauge.....	800.00
LOCOMOTIVE, Taunton Saddle Tank, 14x22 standard gauge.....	1,400.00
LOCOMOTIVE, Porter Saddle Tank, 9x14, 36" gauge.....	700.00
LOCOMOTIVE, Porter Saddle Tank, 10x16.....	1,000.00
LOCOMOTIVE CRANE, 15-ton MCB, 8-wheel, 50' boom, 1 1/2-yard clam shell, Link Belt, 1 year old.....	4,000.00
LOCOMOTIVE CRANE, 15-ton, MCB, 8-wheel, 50' boom, 1 1/2-yard clam shell, Browning, 3 years old.....	4,000.00
BUCKET CLAM SHELL, 1-yard, Hayward.....	325.00

Tube Mills, Lime Kilns, Crushing Rolls, Pulverizers, Steam Engines and Boilers.

## WILLIS SHAW MACHINERY COMPANY

N. Y. LIFE BLDG. - CHICAGO, ILL.

## EMPLOYEES WANTED

WANTED—A builders' specialty salesman. One of the best cities in the middle west. Salary or commission, or both. An excellent opening for the right man. Must be experienced and able to produce results. Address Box 1014, care ROCK PRODUCTS AND BUILDING MATERIALS.

## BUSINESS OPPORTUNITIES

### AGRICULTURAL LIME AND CRUSHED STONE QUARRY FOR SALE.

A well-developed lime and crushed stone quarry in Eastern Tennessee, situated on the Southern Railway, of approximately 43 acres, is now offered for sale at a very attractive price on reasonable terms. A big market exists in the territory for agricultural lime. Modern road building is now going rapidly forward, which will make a good outlet for that product. Full information and details obtained by referring to file 47833 and writing M. V. Richards, Land and Industrial Agent, Room 371 Southern Railway, Washington, D. C.

### RETAIL BUSINESS FOR SALE

Profitable builders' supply and grain business located in large city of eastern New York offered to hustler at bargain. Present owner retiring. Address Box 1008, care ROCK PRODUCTS AND BUILDING MATERIALS.

## MACHINERY FOR SALE

FOR SALE—One 30 h.p. type B heavy duty gasoline marine engine, Fairbanks-Morse make, first class condition. Disposing of it to put in 55 h.p. engine. Address KING'S CROWN PLASTER COMPANY, Cedar Rapids, Iowa.

### CRUSHING ROLLS FOR SALE

36"x16" Superior Crushing Rolls. Good condition and working order. Bargain. LIMESTONE PRODUCTS COMPANY, Chattanooga, Tenn.

FOR SALE, CHEAP—Fireproofing and Plastering Machinery—grinders, conveyors, rotary furnace brick lined, Broughton mixers, blowers, fans, perforated metal, etc. McDOWELL PAPER MILLS, Manayunk, Philadelphia, Pa.

## PLANTS FOR SALE

### FOR SALE—PORTLAND CEMENT PLANT

Complete 1,000-barrel dry process plant, fully equipped. Will sell any part to suit purchaser. M. BRAUDY & SONS, Grand Rapids, Mich.

FOR SALE—Fully equipped limestone property: kilns, crusher, screens, cars, drills, tools, pumps. Send postal for list and terms. Sale November 12th. Your opportunity for plant or equipment. Address W. S. SMALLEY, Assignee, Harrison Bldg., Philadelphia, Pa.

## RAILS

all sizes—small or large lots. New and relaying. We are familiar with quarry requirements and know just what you need. Frogs, switches, splices and all track accessories. Immediate shipment from stock.

**L. B. FOSTER CO.**

PARK BUILDING PITTSBURGH, PA.

HIGH GRADE SILICA  
**CLAY AND SAND**  
CRUDE-DRIED-GROUND CRUDE-DRIED-SCREENED  
**GEO. C. CROSSLEY**  
CROSSLEY STATION - TOMS RIVER, N. J.

Paper Bags  
of  
Quality.

For All Purposes

The Jaite Company

Boston, Ohio

Strongest, Most Pliable

FOR SALE  
Two No. 5, Style D Gates Crushers. Excellent operative condition. Real bargain price. Address Box 1016, care R. P. & B. M.

## 1 1/4 YD. TRACTION SHOVEL

Vulcan "Little Giant" with three sets of engines. Dipper has manganese teeth.

Excellent Condition

**WICKES BROTHERS, JERSEY CITY, N. J.**

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS

# N. B. S. A.

## Local Association As a Cure for Price Cutting

By Edward K. Cormack.

[As guests of the Mason Specialty Co., Chicago retailers of clay products met at the Chicago Athletic Club on September 28 for the purpose of listening to the plan of the National Builders' Supply Association as outlined by President Cormack. It is the aim of the N. B. S. A. to organize local credit and promotion bureaus in every community for the protection and advancement of the builders' supply business.—Editor.]

I wonder how many of those here this evening have observed the similarity, though on a different scale, between the conflict now raging in Europe and the price cutting, competitor-knocking, reckless allowing of credit and lack of building material promotion that exists in this city?

In both cases the underlying cause is mutual distrust, erroneous ideas in regard to what is honest and fair competition, and an absolute lack of co-operation.

Just as the map of Europe, at the close of this bloody strife, will be practically unchanged, so you gentlemen, after a period of striving to get your competitors' goat, find yourselves no better off than you were before the rivalry commenced. You have the same volume of trade—no more—and what you have is at a very reduced margin.

Of course, you have reduced your competitor's income, and in doing so have reduced your own. You have not increased by one iota the demand for your wares. Not an additional barrel of lime or cement; not an extra wagonload of brick has been sold by your actions in trying to see at what small margins business can be done. You have neither sown promotion nor reaped profit; instead you have sown foolishness and reaped grief. Neither the city's nor your own wealth has been increased, for not an additional building has been put up on account of your blind rivalry.

Not content with hurting yourselves, you have also hurt your best customer and have deliberately made it more difficult for him to secure profitable contracts. The irresponsible, financially weak and crooked contractor has been encouraged to go into business. You have argued that if you did not sell him someone else would, and you have relied upon the feeble prop of lean laws to get your money, not stopping to consider that a law enacted to save you from your own careless stupidity never pays 100 per cent.

Your reckless extension of credit to people of this kind has made it difficult for the reliable contractor to get contracts and impossible for him to pay to you a living margin on the material you supply him.

Now, gentlemen, can you see the similarity between yourselves and the warring nations of Europe? I do not think I have overstated or misstated the indictment of the building supply business as conducted in this and a great many other

cities, and the National Builders' Supply Association believes it has found the remedy for this deplorable condition—a remedy that can be applied in broad daylight and subjected to the most searching criticisms of those empowered to enforce the laws of this state and country, and this remedy consists in the organization of dealers in each locality and putting them to work together under what has been designated as the "Credit and Promotion Plan," the local group of dealers working under the guidance and direction of the National, of which they must be members.

We will accept without debate the value and need of organizations. It is being daily proved to us that neither individuals nor nations can live to themselves alone, and the past period has demonstrated that the Chicago building supply man, as an individual instead of a collective unit, amounts to nothing and gets nowhere.

In my capacity as president of the N. B. S. A. I have had occasion to call upon the manufacturers of building supplies, seeking for members of the association, relief from or a change in existing conditions, some of which we, as Chicago dealers, bitterly complain of. It is rather a humiliating confession to make, but I cannot secure for Chicago the concession that can be obtained for other cities and localities. I asked the president of one of the large manufacturing companies why he refused to consider the case of the Chicago dealer. His reply was brutally blunt, but truthful. "Why," he said, "should I respect the man who does not respect himself? Get your Chicago dealers together and then we can talk business." So you see, if anything is to be accomplished, it must be done by you all acting as a unit and through organization.

Without any further remarks on this line, and assuming that you agree to an organization, I shall now endeavor to describe the plan and workings of the locals as approved and adopted by the N. B. S. A.

I would like to have for an annual income the value of the Chicago building material dealers' "no good accounts." A few, very few, years of this income would put me on easy street. I venture to state that there is no business that loses such a large proportion of its earnings in bad debts as does the supply man, and it is not only here, but in every city where they do not have a credit bureau. Right here in our own city there is one

branch of the supply business that I have recently had the opportunity of investigating, and it is not a very large branch either, that installed two years ago a credit bureau. This bureau costs them \$15,000 per year, but I am assured by one of the principals that it was the cheapest assurance of no bad debts that they had ever conceived.

The credit branch of the local first defines the date of settlement and discount. We will assume that all bills must be paid on the 10th of the month, less two per cent. Then, if not paid on that date, the bills become due net by the 25th. On the 11th of the month your secretary is notified which purchasers have not taken advantage of their discount. On the 25th of the month he is again notified who has not paid, and therefore whose account is past due; and then 30 days from this second date, should the account still be unpaid, the customer automatically puts himself on the cash list. Do you get that? On the cash list, unable to buy except for cash. No guarantee goes—nothing but cash, the theory and practice being that a man who cannot finance himself in 60 days does not deserve credit. In other words, you impress upon him by the only language that such people understand that you are in the material business and not in the banking business.

Your secretary has all this information and, by forms and means not necessary to detail here, keeps you posted in regard to the contractors' rating and standing.

So much for the credit end of our affairs; and now, having that off our mind so our bad accounts needn't worry us, we can turn our thoughts to increasing the demands for the different commodities we handle.

The building supply man is a good deal like Macawber, always waiting for something to turn up; but your "Promotion Committee" turns it up. It is in a position to furnish architects and builders sound argument in favor of the material for sale by its members. It sees that flue lining is used in chimneys; that mortar is of the proper strength; that cement work is not cheated; that a firetrap is no built inside of the fire limit. It demonstrates that fireproof homes are the only homes from the standpoint of comfort, safety and economy. By all legitimate means it promotes the use of the material handled by each of you gentlemen.

In Cleveland the "Promotion Committee" adopted the title of "S. A. F. E."—safe—and incorporated themselves as the Society Advocating Fire Eliminations. They bought a lot on one of Cleveland's most popular streets and erected a fireproof house thereon, which they are giving away.

(Continued on Page 25.)

### NATIONAL BUILDERS' SUPPLY ASSOCIATION.

Chamber of Commerce Bldg.

Chicago, Ill.

#### Application for Membership.

The undersigned being heartily in accord with the "Constitution" and eligible to membership in the National Builders' Supply Association under requirements of Section I, Article 3 (ACTIVE), or in Section I, Article 4 (ASSOCIATE), does hereby apply for membership:

Firm name.....  
Signed by.....  
P. O. Address.....  
Date.....

#### Officers.

President—Edw. K. Cormack, Chicago.  
Treasurer—John J. Voelkel, New Orleans.  
Secretary—L. F. Desmond, Chicago.

#### Directors.

J. H. Allen, Lincoln, Neb.  
Charles Warner, Wilmington, Del.  
C. N. Ray, Detroit, Mich.  
W. F. Jahneke, New Orleans, La.  
C. M. Kelly, Providence, R. I.  
W. W. Coney, Cincinnati, O.  
L. W. Macatee, Houston, Texas.  
D. J. Kennedy, Pittsburgh, Pa.



# CONCRETE

## Molding Concrete Elevator Walls.

In the accompanying illustration, Fig. 1, may be seen the details of one of the devices and special molds used in the construction of the reinforced concrete elevator at Wilbur, Wash., noted in Fig. 2, while Fig. 3 shows the concrete bins of 81,000 bushels' capacity under construction.

It is maintained that the new molding machine used on these structures greatly simplifies concrete wall constructions. In the construction of the large concrete elevator for the Great Northern Railway Co. at Superior, Wis., several years ago, in building the concrete bin walls movable forms were used, which were raised with the well-known toggle jack which is used extensively. It was observed that the raising devices could be improved in a great many ways and a device was developed which not only gave better satisfaction, but reduced the cost of manipulation by 50 per cent.

This apparatus consists of a wheel, split collar, threaded sleeve, a guide plate, two sets of dogs and an eccentric pawl and U-bolt. One and a quarter inch pipe is used to climb on, and same also acts as vertical reinforcing for the concrete walls. These parts are mounted on a yoke and a graduated rule is attached to one of the vertical yoke timbers with the zero end at the top. Before starting to raise, the guide plate is brought to zero and as soon as the wheel is turned counterclockwise, the upper dogs grip the pipe automatically and the yoke and form start traveling upwards, being forced up by the threaded sleeve which is held stationary by the upper dogs.

When the upper end of the sleeve is reached and there is no more thread to climb on, all that is necessary is to reverse the wheel and the lower dogs will immediately grip the pipe automatically and hold the form stationary against downward movement. The upper dogs also release simultaneously and the sleeve and upper dogs are again brought to zero. The device forms a continuous jack which only requires turning of the wheel in either direction.

It may be stated that when the concrete is set up sufficiently hard in the first course the U-bolt is released with the eccentric pawl, which releases the outer form, the inner form being built with a

$\frac{3}{8}$  inch drift to prevent binding. But when raising forms while the concrete is still plastic, the releasing of form is not necessary. This also gives the concrete a troweled surface.

It is pointed out that this device has just been utilized successfully in the Big Bend country, Wash.; at Ephrata, Wilbur and Davenport, Wash.

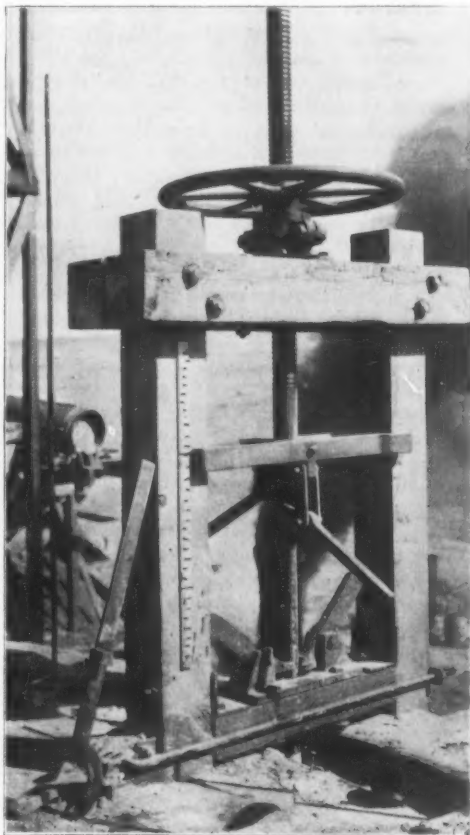


FIG. 1.—DETAILS OF ONE OF THE DEVICES AND FORMS IN CONCRETE ELEVATOR CONSTRUCTION.

The Wilbur concrete elevator, which is of eighty-one thousand bushels capacity and consists of eight circular bins and four interstices, requires a crew of eight laborers for raising forms and two laborers for wheeling sand, also three for wheeling gravel and an engineer for hoisting concrete. In addition there was required a laborer at the mixer, another at the chute and three men wheeling concrete; also two men spading concrete and four laborers placing reinforcing steel.

It is of interest to note that these bins were sixteen feet in diameter with seven-inch reinforced concrete walls. Working ten hours a day this organization carried the twelve bin walls up thirteen feet in two days and three hours, which was the last thirteen feet of a fifty-five foot structure. The forms used were four and one-half feet in depth. By carrying up the bin walls five feet a day, working six inches above the concrete which was poured in the morning of the same day, the result was that a perfect wall and surface were produced as the form came up with such smoothness that the green concrete was not disturbed in the least.

On this concrete elevator the device eliminated eight raising men, two gauge men, an instrument man and rodman, three wrenchmen and three trowel men, as compared to the old devices used at

Superior. Paying laborers 35 cents per hour, the concrete was poured, forms raised and oiled and the reinforcing steel placed for a little less than \$2.00 a yard, while there was sufficient material on the ground to keep the crew employed.

The Davenport concrete elevator consisted of five sixteen-foot circular and two interstices bins, thirty feet in height. In spite of the cool nights these walls were completed in eight days after the forms were placed on the foundation. It is claimed that the same device can be used to great advantage in constructing silos, smoke stacks, stand pipes and water tanks. They can also be used for constructing any kind of concrete walls exclusive of trim. The device can be used on any number of jobs with walls of varying thickness, and the depreciation on these forms is also very small for a number of jobs.

## NEW INCORPORATIONS.

Concrete Products Co., 3410 Burlington Street, Houston, Tex., incorporated with \$5,000 capital; L. I. Riber, Frank B. Weeks and J. M. Blair, all of Houston.

W. L. Rogerson Co., 48 Grant Street, Wheeling, W. Va., incorporated with \$8,000 capital; manufacture concrete blocks, similar products; H. V. Rogerson, W. L. Rogerson, John Wing and F. C. Schroeder.

The Ohio Cast Stone Co., Cleveland, Ohio; \$25,000; William Baer, et al.

Chas. Schroeder & Son Co., Chicago, Ill.; capital \$2,500; contracting and building, cement and concrete work.

C. T. Massey Co., Montreal, Can.; will erect a factory under the name of the Canadian Concrete Products Co.

Cement Products Co., of Davenport, Iowa; capitalized at \$10,000; Oscar Block, president, and Austin Crabbs, secretary-treasurer.

Universal Cement Products Co., Salisbury, N. C., R. C. Cottan, Mgr., High Point, N. C.; will establish plant to manufacture cementile and other cement products; construct building and install machinery.

Jansen & Zoeller of Pekin, Ill.; manufacture building materials; capital \$30,000.

McDonald Concrete Co., Austin, Tex.; concrete products; capital stock, \$7,000; E. B. Robinson, J. R. McDonald and W. T. Boswell.

C. T. Massey Co., Chicago, Ill., will erect a factory at Montreal, Quebec, under the name of the Canadian Concrete Products Co.

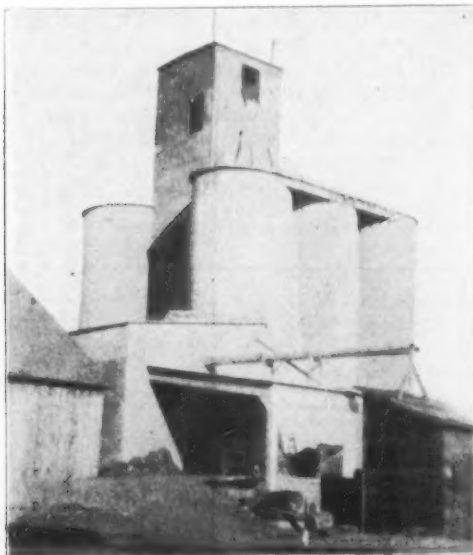


FIG. 2.—COMPLETED REINFORCED CONCRETE ELEVATOR AT WILBUR, WASH.



FIG. 3.—CONCRETE ELEVATOR AT WILBUR, WASH., UNDER CONSTRUCTION.



### Artistic Foot-Bridges.

The Trusswall Mfg. Co., of Kansas City, Mo., is now completing work on two foot-bridges in city parks of Kansas City, Kans. The features of these bridges are the groups of central piers at the bottom of which are drinking fountains, and the "Trusswall" post and balustrades.

This company is especially careful with the texture of its cement surfaces, which is attained perhaps more by the skill of the operators trained in



ONE OF SEVERAL FOOTBRIDGES FEATURED BY TRUSSWALL POSTS AND BALUSTRADE IN KANSAS CITY, KAN., PARKS.

the plant than by the mixture or method of application. The lamp-posts surmounting the pillars at the ends of the balustrades are similar to those installed by this company the past year in several cities for street lighting. The cement is moulded on wood and wire frames in the plant, and the shape and texture are attained by the use of small hand implements while the post is held in a lathe.

The pedestals of the lamp-posts shown were also made in the plant of the Trusswall company on frames, and this was the case also with the other posts and the balusters for the bridge. Only in the plant, said R. C. Higgins, manager of the company, could they secure the texture of the surface. The pedestals, the balustrade posts and the balusters, hollow, were put in place in the bridge and then filled with concrete. A feature of the construction and planning of these bridges is a flight of steps leading to the bottom of the ravine bridged to the drinking fountain between the central pillars.

### Concrete Silo Coal Bin.

On this page is shown a good view of a concrete block silo coal bin owned by Hiligoss & Son at Shelbyville, Ind. It is 20 feet in diameter, 34 feet high, built of concrete hollow blocks, reinforced by steel bands on the inside. The bottom of the silo has sand up to level of loading chutes.

It has a Link Belt chute and costs five cents a ton to unload the coal. It is operated by a five horsepower motor and holds 300 tons; saves 20 minutes to a wagon in loading up. Besides this it saves six per cent on the investment, because of time saved on unloading. The total cost was \$1,000.

### CONCRETE SILOS IN DEMAND.

Kansas City, Mo., Oct. 3.—The silo season is at hand, both for construction and use, and the concrete article is more than holding its own in competition with lumber and brick silos. This summer during the windy season there were many reports of stave silos being blown down, which stimulated interest in structures of more substantial character. R. R. Green of Eldorado, Kan., has been specializing in the erection of concrete silos, and has several contracts on hand. Mr. Green announces throughout the whole district where he is building a silo that he invites visitors to come and watch the erection. The

concrete silo is particularly popular in Sedgwick, Harvey and Marion counties, Kan., and W. H. Bodecker, a farmer near Eldorado, who inspected silos in the three counties before deciding on the material for his own, finally gave an order for a monolithic silo to Mr. Green.

F. T. Brunk, of Vienna, Mo., has built for Hy. Buschman, near that place, the first concrete silo of that vicinity, but the interest in the project promises several other orders for similar structures.

### Concrete Under Water.

Many people who have not an engineering education have been mystified as to the method of placing concrete under water. In the current number of Building World, J. R. Middleton, assistant engineer in charge of the C. P. R. bridge now being built at Pitt River, B. C., explains how it is done in that structure, in a very trite manner:

The first essential is a pipe, usually referred to as a "tremie," sufficiently long to reach to the bottom of the river where the concrete is being deposited. This is suspended vertically and may be raised as the work progresses. It should be kept absolutely free from water at all times. The batch of concrete is deposited in the hopper and slides down the pipe by its own weight. It should be mixed wet enough to flow easily. The lower end of the pipe should protrude into the deposited mass a sufficient distance to prevent any influx of water.

The hopper is built of sheet iron four by four feet, with vertical sides for a depth of nine inches. In a further depth of one foot three inches the sides are battered in to leave a hole 12x12 inches. They are then turned in to form a pipe just large enough to be inserted in a short length of 10-inch wrought iron pipe fitted with a flange down in the lower end. The hopper is joined to the short pipe by four vertical riveted bands, and the joint, which should always be kept above water, is calked so as to be "grout-tight." The remainder of the "tremie" is made up of lengths of 10-inch wrought iron pipe with screw joints, except the top one, which is flanged to connect with the short piece



CONCRETE BLOCK COAL SILO AT SHELBYVILLE, IND.

riveted to the hopper. All screw joints should be greased and the flange joint gasketed to insure water tightness. A heavy band is riveted around the top edge of the hopper for reinforcement. A derrick is used in handling the "tremie."

### LOUISVILLE'S FIRST CONCRETE STREET.

The first concrete street in Louisville, which is also the first concrete highway of any kind in Kentucky, was recently completed by the American



TRUSSWALL FOOTBRIDGE IN KANSAS CITY, KAN., PARK: DRINKING FOUNTAINS AT BOTTOM OF PIERS, WITH CONCRETE STEPS LEADING DOWN, NOT SHOWN IN PICTURE.

Concrete Construction Company, of Louisville, and has been accepted by the Board of Public Works, after inspection. The concrete is reinforced with chicken wire of about a 2-inch mesh, and so far the street has given complete satisfaction. If it bears up well, it is extremely probable that its low cost and good appearance will result in many more roads and streets of the same sort being built in this vicinity. The work was a strip 1,500 feet long, near one of the city parks.

### CRUSHED BRICK FOR CONCRETE.

In San Francisco, where the new city hall is being constructed, crushed brick for concrete aggregate is being used in the place of rock, in 1:2:4 or even 1:3:6 mixes, the concrete being used, however, only for fire proofing, in slabs, etc. A gyratory rock crusher was installed which received brick and the adhering mortar (the brick used was that left after the destruction of the old city hall in 1906) in chunks just as taken from the ruins and reduces them to one and one-half inch size or less, from which the material falls upon the bucket conveyor that elevates it to a bin, which in turn feeds by gravity into the wagons. Screens are not used and no trouble has been experienced from excessive lime or brick dust content.

"Inspection of Concrete Construction," by Jerome Cochrane, B. S., C. E., M. C. E., published by the Myron C. Clark Publishing Company, Chicago, Ill., recently came off the press. It is a treatise on the inspection of concrete construction, containing practical hints for concrete inspectors, superintendents and others engaged in the construction of public and private works. It contains chapters on the subject of hydraulic cement, sand, stone and miscellaneous concrete materials, proportioning and mixing of concrete, forms, molds, centering, false work, steel reinforcement, surface finishing for concrete work, waterproofing, sidewalk, curb and pavement construction, concrete blocks, molding and drafting concrete piles, etc.

P. O. Munson has secured the contract to build a new bridge over Cedarford, near Galesburg, Ill., at the contract price of \$2,340. The bridge will be of reinforced concrete and will have an electric light post set on each side rail. The pattern for the hand rail is to be furnished by the city engineer.

# CEMENT

## Water Transportation on the Mississippi.

The renewal in great measure of the water transportation of freight, especially of more than usual bulk, is a subject which is absorbing the attention of the Atlas Transportation Co., of which J. J. Collister, 134 S. La Salle St., Chicago, is traffic manager. The operations of this company have proved generally satisfactory in the past few months and a regular program of freight transportation is in the making.

While handling general merchandise between St. Louis and New Orleans, the company's south-bound cargo consists to a great extent of Atlas Portland cement, manufactured at the plant of the Atlas Portland Cement Co., Hannibal, Mo. The equipment of the transportation company consists of a tow boat, the steamer Josh Cook, which three months ago was improved with a new hull, built under at the shipyard of the Salmon Brick & Lumber Co., Slidell, La., and, in addition to the steamer Cook, there are five cargo-box barges, each with a carrying capacity of 800 tons, so that the amount of freight that can be carried in these barges aggregates 4,000 tons. In addition to that, they usually handle as tow two or more coal barges and other tows that are offered from time to time.

The time for making a trip from St. Louis to New Orleans and return is approximately 30 days. The freight rates charged by the Atlas Transportation Co. is uniformly 80 per cent of the all-rail rates, with the exception of that on cement, for on this product the rate from Hannibal to points on the Mississippi river is the same as the all-rail rate established from St. Louis to similar points on the river.

The Atlas Transportation Co. joined with the Kansas City & Missouri River Navigation Co. in a through rate and route between Kansas City and New Orleans and other Mississippi river points. On account of the rather limited equipment, the line does not at the present time operate on the Mississippi river north of Hannibal. The company has in the past, however, made a trip through to St. Paul, demonstrating the feasibility of operating on the upper Mississippi river. During the month of August an outside barge line, carrying merchandise from New Orleans through to St. Paul, filled out with cement at Hannibal for St. Paul.

At New Orleans there are municipal docks at which everyone must unload. Recently a conveyor was installed at one of the docks and a good deal of investigation is being made into the matter of conveyors for the purpose of getting the most satisfactory and economical types at other points. At Memphis a private concern owns a conveyor which delivers river freight directly into the warehouse, but at other points on the river the old-time method of the dinky and truck prevails. Everyone along the Mississippi river, however, is fast awakening to the necessity of adequate terminals and proper and economical handling devices.

On the upper Mississippi river the improvement association which has representatives from all the cities north of St. Louis will hold a convention at Stillwater, Minn., on Sept. 16-17, and one of the matters which will come before it at this meeting will be the great question of facilities to reduce the cost of handling freight at Mississippi river landings. St. Paul is built on the hills and there

is a steep grade from the river to the heart of the city, but there are railroad tracks within a very short distance from the river landing and this distance can be reduced by laying additional tracks. The disadvantage at St. Paul, therefore, is not as great as might be imagined, because it is possible to load the freight from river crafts directly into railroad cars which can be switched to any side track in St. Paul, or the loaded cars can be shipped to any destination beyond that city.

## CITY PRISONERS PACK CEMENT.

City prisoners to the number of 15 have been engaged in packing cement at the plant of the San Antonio Cement Co., San Antonio, Texas. This action was taken at the suggestion of Mayor Brown when the cement company, with which the city has a contract for material, announced it could not make deliveries owing to the scarcity of labor.

The arrangement was made whereby the company pays the city five cents a barrel on all cement packed and stacked, and the city in turn allows the prisoners engaged in this work double time. Thus if a prisoner was fined an equivalent of 30 days' labor, he will, if engaged in this work, be released at the expiration of 15 days. Moreover, the work is not compulsory, the prisoners being given the option of working at the cement plant or on the streets. The prisoners will be engaged in the work until a supply of labor is available or until the packing machinery recently purchased by the cement company can be installed. This will be several weeks, at least. The contract which the city has with the San Antonio Cement Co. calls for the delivery of but 100,000 barrels within a period of one year from the date of the contract.

## BOUGHT CEMENT SHARES.

The heirs of the late W. F. Cowham, of Mason City, Iowa, are reported to have sold their stock in the Western States Portland Cement Co., which has a plant at Independence, Kan., to Independence stockholders for \$180,000. This insures the reelection of A. W. Shulthis as president and no change in the management. The Cowham interests had a controlling interest in the company.

The plant, which has been in active operation since last spring, will be kept going along about the same lines as the operations have been conducted this summer. A large force of men is now employed there and it is thought probable that very nearly the full quota of employees will be maintained. Under the present management the effort has been to give steady employment to a force sufficient to supply the demands of the market, rather than to manufacture an oversupply of cement and then close the plant down.

## HAGAR REVIEWS CEMENT MARKET.

President Edward M. Hagar, of the Universal Portland Cement Co., recently expressed his views regarding cement conditions of the present, as follows:

"One very important factor in sustaining our industry is the vast amount of road building in the country, which more than offsets the loss of the railroad business. The railroads indeed have not been buying much for three years. Building in the big cities has not gone off badly—about three per

cent, as I recall—and I would be surprised to see general building operations next year 25 per cent less than this year. The only difficulty in this country is financial. This country had commenced to jump forward when the war began. Agriculturally we are prosperous.

"I can see the effect of the war but cannot put it into figures yet. Germany and Belgium have been the principal exporters of cement and England has also exported some. We are not exporters but may be. It will take Europe a long time to resume on any large scale even if the war is over by Christmas, as I expect. There is a great opportunity ahead of the United States in South America and other world markets. Customers do not feel kindly towards a producing country upon which they depended for supplies and credit when they find both suddenly and completely stopped, to their great embarrassment and wretchedness."

## CEMENT WILL BE OKLAHOMA BRAND.

The letting of contracts for cement by the state capitol commission, Oklahoma City, Okla., which is to be used in making concrete for use in constructing the capitol, has been settled by the commission accepting the bids of the Oklahoma Portland Cement Co., of Ada, and the Dewey Portland Cement Co., of Dewey.

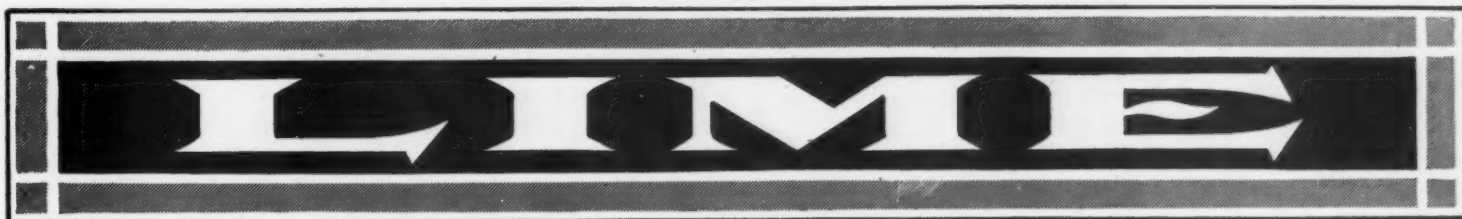
The Chicago Portland Cement Co., Chicago, Ill., has acquired a good tract of land on the Illinois river and will build their own docks and boats. This land runs all the way back to their plant. Through the aid of dock facilities on the river, the company will be able to ship its cement to a considerable extent by water, using the lakes and canals. The Chicago Portland Cement Co. is striving to secure an order for 150,000 barrels of Portland cement for delivery in the very near future to South America. It seems Germany has supplied this demand heretofore. The cement would be shipped the entire distance by water, leaving the docks of the company in the Illinois river by barges which will be taken to New Orleans via the Illinois and Mississippi rivers. At New Orleans the cement would be transferred from the barges to ocean-going vessels and taken direct to South America. Business with the Chicago Portland Cement Co. is good.

The Vindex Portland Cement Co., which was organized in 1906, has applied for a decree of dissolution. The company has no funds, it is alleged. It had its headquarters near Reading, Pa.

The Old Mission Portland Cement Co., San Juan, Cal., is planning to reopen and expend about \$250,000 on machines and development work. C. M. Dugan, vice-president of the Hunt Eng. Co., Kansas City, Mo., and Frank L. Brown, a San Francisco capitalist, are reported to be interested parties.

The Edison Cement Co. is now employing a force of 600 men. The company has opened up a new quarry close to the town of New Village, N. J., on what was formerly the Cline farm. The machinery has been moved and about 1,500 tons of stone a day are being quarried. The old quarry has been temporarily abandoned.





## Hydrate Men Form Educational Bureau

Full Quota of Hydrated Lime Manufacturers Meet in Pittsburgh and Lay Plans for Promotion of New Uses for Their Product.

On Wednesday, Sept. 30, all the hydrated lime manufacturers of the United States met at the Fort Pitt hotel, in Pittsburgh. This was one of the most momentous meetings ever held in the history of the lime business, because it was the first meeting which was attended by from 85 to 90 per cent of the producers of hydrated lime in the country, and was the first meeting at which these hydrate manufacturers were so a unit that they were willing to assess themselves according to tonnage produced in order to raise a general and permanent fund for publicity and educational work on hydrated lime. The meeting was the outcome of a movement started at the last National convention to promote the sales and find new uses for hydrated lime. A committee met at Atlantic City in August, and the meeting at Pittsburgh was simply held to hear the report of that committee.

This new organization will be a branch of the National Lime Manufacturers' Association, and will be known as the "Hydrate Bureau." An executive committee of five is going to handle and supervise the details of the bureau's organization, the collection and distribution of funds and the general line of educational and publicity work on hydrated lime. There are only four members of this committee so far appointed, namely, W. E. Carson, Riverton, Va.; Charles Warner, Wilmington, Del.; B. L. McNulty, Anniston, Ala., and Lawrence Hitchcock, Cleveland, O. There is one additional member whose name will be announced later. The bureau will be located at Washington and the committee will name those to be in charge of it at a later date. It will work along three lines—sending out pamphlets, booklets and literature; advertising in trade journals, and doing field work.

President W. E. Carson of the National Lime Manufacturers' Association was in the chair. Secretary Lawrence Hitchcock, of Cleveland, O., acted as secretary of the meeting. Informal talks, straight to the point, were made by a good proportion of the 30 manufacturers present. The report of the committee on publicity and sales was the chief feature of the meetings. Different pieces of advertising literature which had been put out by various members during the past few months were submitted as showing how the European war could be turned to advantage in increasing the sale of lime manufactured by American firms. One of the most interesting of these was a circular entitled, "The Potash Famine and the Way Out," which was published by the National Mortar & Supply Co., of Pittsburgh, for the benefit of its agents who travel out from its big plant at Gibsonburg, O. It was shown in the discussions that practically every agricultural college in the country and its experiment station are advocating more extensively the use of hydrated lime as an important element in crop production. Experiments where such lime has been used in considerable quantity go to show that the yield of crops has been increasing enormously.

The hydrate manufacturers at this meeting were all in accord that the interests and educational work that could be done on hydrated lime was of such a character that there would be no conflicting

interests which would prevent the manufacturers all working together on a general scheme. For the present no work will be done on anything except in the interests of hydrated lime. Other branches of the lime business may be taken up later as means for their development are found. This work is to start at once and the executive committee expects to have a meeting in the course of four or five weeks, when definite plans will be given out.

### The Attendance.

B. L. McNulty, Lagarde Lime & Stone Co., Lagarde, Ala.; Mitchell Lime Co., Mitchell, Ind.  
J. F. Pollock, Ash Grove Lime & Portland Cement Co., Kansas City, Mo.  
C. W. S. Cobb, Glencoe Lime & Cement Co., St. Louis, Mo.  
F. L. Moores, Moores Lime Co., Springfield, O.  
Peter Martin, Ohio & Western Lime Co., Huntington, Ind.  
J. K. Barber, Security Cement & Lime Co., Hazelton, Pa.  
E. R. Stapleton, Tidewater Portland Cement Co., Baltimore, Md.  
H. I. Taggart, Agricultural & Commercial Lime Co., Canton, O.  
Lawrence Hitchcock, Kelley Island Lime & Trans. Co., Cleveland, O.  
T. B. DeForrest, Grove City Limestone Co., Grove City, Pa.  
S. B. Koonts, Germano Lime Co., Germano, O.  
J. J. Porter, Security Cement & Lime Co., Hagerstown, Md.  
J. J. Urschel and O. H. Faist, Woodville Lime & Cement Co., Toledo, O.  
A. H. Lauman, National Mortar & Supply Co., Pittsburgh, Pa.  
A. A. Stevens and J. King McClanahan, American Lime & Stone Co., Tyre, Pa.  
Charles Warner and Charles C. Bye, Charles Warner Co., Wilmington, Del.  
J. J. Huks, Rockland-Rockport Lime Co., New York, N. Y.  
H. Dittlinger, Dittlinger Lime Co., New Braunfels, Tex.  
T. T. Black, Marblehead Lime Co., Chicago, Ill.  
Charles Weiler and R. C. Brown, Union Lime Co., Milwaukee, Wis.  
R. G. Spencer and C. G. Spencer, National Lime & Stone Co., Carey, O.  
N. A. Gauthrop, Merion Lime & Stone Co., Norristown, Pa.  
Henry S. Gray, Louisville Cement Co., Louisville, Ky.

Eagle Lime Products Co., care of Mr. Richards, Dousman, Wis., proposes erecting a manufacturing plant during 1915; estimated cost \$10,000.

The National Mortar & Supply Co., Pittsburgh, Pa., reports that it had a splendid business in agricultural lime this fall. Its plants at Gibsonburg, Ohio, are running steadily, but new business is very hard to get at present.

## Fire Prevention Day.

Friday, October 9, will be Fire Prevention Day in Illinois, a day dedicated to the conservation of resources, to the protection of property and of life. "Put your house in order," is the mandate of Fire Prevention Day, in home, office, factory; destroy rubbish; safeguard against fire. More than all else, observance calls for recognition of the tremendous toll that carelessness levies every year, and realization of the responsibility of every individual. Gov. Dunn's proclamation appears, in part, below:

### Proclamation by the Governor.

"One of the vital problems which calls upon our people for solution is the situation with regard to the waste of energy and resources in all parts of the country by fire. Our forests are being preserved, our waterpower and waterways developed and utilized, and the hidden forces of nature conserved and made subservient to the well-being of man. It therefore seems to me to be eminently fit and proper that we should now direct our attention to the unnecessary waste of our property assets, and the appalling loss of life by fire.

"Statistics prepared by the fire marshal department of Illinois show that the fire waste is increasing annually and the fire loss in the state of Illinois in 1914 averaged over \$1,000,000 per month. Besides this, in that year alone nearly 400 people in this state lost their lives through the agency of fire. The losses thus occasioned constitute an absolute waste and a drain upon our resources such as no nation or state can long endure, and the fact that they are largely preventable is a reproach to our people and calls for an immediate remedy.

"Let all public and private institutions, hotels, asylums, factories and theaters be carefully looked over on that day and, when necessary, any changes made that will further protect the safety of the occupants.

"Let local authorities give attention to the matter of better building regulations, fire protection and prevention, as well as added apparatus for fire fighting."

In Grant park in Chicago two cottages will go up in smoke. They are being erected—one of frame and the other of brick construction—solely to be burned down to show the relative combustibility of the two types of construction.

Engine and truck companies will be on hand to extinguish the flames at the proper time. The program has been arranged by the Chicago chapter of the National Fire Protection Association, of which Frank D. Chase is president.

In the evening members of the chapter will attend a meeting in the Insurance Exchange building, at 175 West Jackson boulevard. The speakers will be John C. McDonnell, chief of the city bureau of fire prevention and public safety; Thomas R. Weddell, editor of the Insurance Post, and Assistant State Fire Marshal F. R. Morgaridge. State Fire Marshal Bennett will speak at the City Club at noon.

John W. Dougherty and J. B. Floyd, Prescott, Ariz., propose installing a 50-ton lime manufacturing plant on their property near Putney, Ariz.

# With the QUARRIES

## Specifications for Water Bound Macadam Roads

Indiana Crushed Stone Association Formulates Rules for Adoption by Engineers Throughout State.

Specifications for water-bound macadam road building is a subject which has occupied the attention of the Indiana Crushed Stone Association for some time and the organization has lately employed experienced road builders to draw up specifications, with the result that approximately 50 per cent of the county engineers of the state of Indiana have adopted them and with a strong probability of their complete acceptance by engineers throughout the state. The Indiana Crushed Stone Association is morally behind the specifications, which attest to their fairness and accuracy as to detail, coming as they do from the composite minds of men so thoroughly capable and so long experienced. The specifications follow:

### Sub-Grade.

The sub-grade, or road bed, shall be graded according to plans and profiles of the engineer, by excavating, filling and thoroughly rolling with an approved roller weighing at least 10 tons. Should any soft or spongy places appear which will not become firm under a roller they shall be removed and filled in with a suitable material and the rolling continued until the road bed is firm and shaped to the required grade. After thoroughly rolling the sub-grade, earth berms should be thrown up along each side of the line of road, which berms shall be held in place with boards eight inches high resting against iron stakes.

### Drainage.

Suitable transverse and longitudinal drains shall be built of either crushed stone, vitrified or iron pipe or open ditches, depending on local conditions and necessary drainage of the road, and in all cases shall be built according to plans and specifications of the engineer or subject to his approval.

### Foundation Course.

Upon the well-rolled and compacted sub-grade place uniformly an eight-inch layer of crushed stone, passing a three-inch ring and retained on a one and one-half-inch ring. This should then be gone over with a harrow or common farm drag, to get a surface of stone as uniform as possible. This course shall be well rolled with a self-propelled roller, weighing not less than 10 tons, and after rolling a sufficient amount of dry stone screenings from dust to stone passed by a three-quarter-inch ring, shall be shoveled and uniformly spread on this course from piles which have been previously dumped along the side of the road, and well swept or brushed into this course with steel or rattan brooms, until the voids are thoroughly filled and until screenings have been applied to a depth equal to at least 25 per cent of the depth of the stone before rolling. After thoroughly dry rolling, water should be applied with a sprinkling cart or tank sufficient to wet surface enough to produce a roll of grout or mortar in front of the roller wheels. If a sufficient amount of grout does not appear, more stone screenings should be applied and again sufficient water to get the desired grout or mortar.

### Second Course.

In the second course there shall be used four inches of crushed stone, which will pass a two and one-half-inch ring and will be retained on a one-

inch ring. The manner of constructing this course shall be the same as specified in the foundation course, care being used to see that all voids are thoroughly filled with screenings from dust to that passed by a one-half-inch screen and leaving a thin covering over all the roadway, and in no case shall screenings be applied less than 40 per cent of the depth of this course. In rolling this course, when it has been well watered and the grout or mortar ironed into the voids, a little time should be allowed the grout or mortar to dry, and as soon as it no longer sticks to the roller wheels the surface should again be thoroughly rolled back and forth, rolling not more than 300 to 400 feet in one section, and continuing in this manner until no wave or sinking appears under the roller. Traffic should by all possible means be kept from the road while green and for a sufficient time, from five to seven days, to allow the road to dry and set.

### Rolling.

The road should be crowned at center one-half inch for each foot in total width. In starting to roll the road the roller wheels should lap one-half on the earth berm and one-half on the crushed stone, rolling back and forth, working to the center or crown of the road. After reaching the crown the same process should be followed out on the opposite side, as in this way the crown is always kept perfect and not broken.

### Watering.

The water should be applied with a regular tank or cart used for such purposes, having a sprinkling radius of not less than six feet.

### Estimates.

The contractor shall be required to file receipted freight bills for all materials used with the engineer in charge each month before receiving their monthly estimate.

### ROSEDALE ADDS ANOTHER CRUSHER.

The Rosedale Crushed Rock Co., Rosedale, Kans., is testing the plan of using two crushers, and so far the volume of business seems to have justified the addition of the extra machine. The company runs a No. 5 and a No. 6. Under ordinary circumstances and flow of trade the No. 5 meets all demands and the expenses of operation are therefore much below those of the maximum capacity. When orders come in heavily the No. 6 is put into service.

The Rosedale company is particularly well situated to employ the use of two crushers, because of its arrangements with the railroad. The crushers are located within a few hundred feet of the railroad's yards, and cars can be secured almost at a moment's notice. This railroad, the Frisco, allows the company five days' demurrage, so that the crusher company can load cars, place them on the tracks, and wait, if necessary, for orders to ship on. If the cars are shipped before the five days allotted expire, the company gets credit for the saving of the cars' time. The crusher therefore can load ahead of orders; and if a few rainy days come, it is prepared to continue filling orders, even though

crushing stops. Very recently the Rosedale company captured a good order because, after several days of rain, it had the rock loaded already in cars ready to deliver.

Fire damaged the Fort Smith Crushed Stone Co., Fort Smith, Ark. Loss \$15,000.

The Penn Limestone & Cement Co., Lancaster, Pa., is a new concern there with a capital of \$5,000.

S. S. Henderson, E. E. Hewitt and T. R. Williams, Punxsutawney, Pa., have organized the Villtown Smokeless Coal Co., which will mine sandstone, limestone and fire clay near that place.

The plant of the Climax Limestone Co., at Wick Station, near Harrisville, Pa., was totally burned August 27. The loss is estimated at \$15,000. The owners were E. B. Good, W. H. Roberts and I. J. Hartje, Carnegie, Pa.

Montgomery Pulverizing Co., Mt. Sterling, Ky., has been recently incorporated with \$15,000 capital and proposes to operate a plant to pulverize limestone; will install machinery to cost \$1,500; J. Hutsell, president; W. A. Sutton, vice-president, and R. R. Prewitt, secretary-treasurer.

### OWNERSHIP OF ROCK PRODUCTS AND BUILDING MATERIALS.

Published semi-monthly at Chicago, Ill. This statement required by the act of August 24, 1912.

Editor, E. H. Defebaugh, 537 South Dearborn street.

Managing editor, F. K. Irvine, 537 South Dearborn street.

Business manager, E. H. Defebaugh, 537 South Dearborn street.

Publisher, Francis Publishing Co., 537 South Dearborn street.

Owners: E. H. Defebaugh, 537 South Dearborn street.

F. K. Irvine, 537 South Dearborn street.

G. A. Olsen, 537 South Dearborn street.

Estate of W. A. McCall, 537 South Dearborn street.

Known bondholders, mortgagees and other security holders, holding 1 per cent or more of total amount of bonds, mortgages or other securities: None.

E. H. DEFEBAGH, President.

Sworn to and subscribed before me this eighteenth day of September, 1914.

JAMES S. PENNINGTON, Notary Public.

My commission expires October 24, 1916.

### PRACTICAL AND ECONOMICAL CAR UNLOADER.

Under the slogan, "Progressive Methods for Progressive Dealers," James B. Seaverns, M. E., 122 South Michigan avenue, Chicago, has published a little pamphlet and given it the title "The Seaverns' Car Unloader." The name tells the nature of the proposition mentioned in the folder, but the illustrations shown within its pages add greatly to the convenience and ease with which a man may learn the nature of this particular system of unloading freight cars at small expense. The unloader is suitable for building material and coal dealers.



# GYPSUM PRODUCTS

## American Company Expanding Operations.

The American Cement Plaster Co., Lawrence, Kan., recently purchased the plant of the Fishack Gypsum Co., at Gypsum, Ohio. This company now has mills at Acme, Texas; Watonga, Okla.; Blue Rapids, Kan.; Fort Dodge, Iowa; Grand Rapids, Mich., and Gypsum, Ohio, and is in position to take advantage of the lowest rates of freight to all territories. The concern manufactures a full line of wall plasters, molding, dental plaster, plaster board, gypsum blocks, etc., and whatever else is desired in the line of gypsum products.

The new mill of the company at Fort Dodge, which takes the place of the one that was burned, has recently been completed and is in full operation. It is all steel and concrete, no wood whatever being used in the building.

## Plans Formulated for American Good Roads Congress.

Elaborate preparations are being made by the railroads to accommodate the good roads workers who will gather at Atlanta, Ga., for the Fourth American Road Congress during the week of November 9. A special train will be operated by the Pennsylvania railroad and the Southern railway, leaving New York on Saturday, November 7, and arriving at Atlanta on November 8. Special cars will be put on for Philadelphia, Baltimore, Washington, Richmond and Norfolk.

Delegates from the West and middle West will have the advantage of a special train leaving Chicago on the evening of November 7 and passing through Indianapolis, Cincinnati and Chattanooga en route to Atlanta. Arrangements are now being made for special service from Texas and Southwestern points.

Exceptionally low rates have been granted, particularly in the territory south of the Potomac and east of the Mississippi, where the rate per mile will average one and a half cents. Greatly reduced rates have also been granted in Western territory, as well as on the Eastern trunk lines, so that all delegates and visitors will find travel possible at an exceptionally low cost.

As offering the best facilities to the greatest number from the central West and Northwest, the association's committee has selected the Royal Palm route for a special train from Chicago to Atlanta over the Big Four route to Cincinnati, Queen & Crescent route to Chattanooga and Southern railway to Atlanta. A schedule has been arranged in order that the visitors may arrive in Atlanta Sunday evening in plenty of time to be on hand for the opening session Monday morning, November 9, at which time it is expected that President Woodrow Wilson will deliver an address.

The following are a few of the fares that will be in effect for round trip tickets to Atlanta for the congress: From Chicago, \$25.80; from Indianapolis, \$18.60; from Detroit, \$25.50; from Toledo, \$23.10; from Cleveland, \$25.50; from Cincinnati, \$15.00.

Sleeping car reservations for the special train may be had by writing C. C. Clark, general agent, passenger department, Big Four route, 228 South Clark street, Chicago, Ill.; H. R. Daly, general

agent, passenger department, Big Four route, Indianapolis, Ind., or G. C. Blackburn, division passenger agent, Queen & Crescent route, Cincinnati, Ohio.

Plans of the American Road Builders' Association for the eleventh annual convention to be held as the American Good Roads Congress, in the International Amphitheatre, Chicago, Dec. 14-18, are near completion. The general features of the programme have been decided upon, practically all of the subjects have been chosen and the assignment of speakers is now being made.

Registration will be carried on throughout Monday afternoon and evening, Dec. 14, and the sixth Good Roads Show will be formally opened at 7:30 p. m. The forenoon of Tuesday will be devoted to the reception of delegates and visitors and to committee meetings, other preliminary business and the inspection of exhibits. At 2:30 p. m. the congress will be formally called to order by President W. A. McLean and addresses of welcome will be given by officials of the city of Chicago, the state of Illinois, the Illinois Highway Commission, the University of Illinois, the Illinois Society of Civil Engineers and Surveyors and the Illinois Highway Improvement Association.

The technical sessions will commence on Wednesday and will be held each morning and afternoon until the close of the convention. On Wednesday evening, the association will hold its annual dinner.

On Thursday evening a popular session will probably be held, similar in character to the one in Philadelphia last December. It is expected that speakers of national prominence will take part. Application for exhibition space continue to be received and there is every indication that this feature, which has come to be known as the Good Road Show, will this year far excel in extent and importance the exhibition of last year.

## NEW GYPSUM DEPOSIT IN IOWA.

A new gypsum deposit in Iowa is briefly described by George F. Kay, director of the Iowa Geological Survey, in Bulletin 580-E of the United States Geological Survey, just issued.

Iowa has ranked for many years among the important gypsum-producing states. The deposits from which all the output has come are in Webster county, in the vicinity of Fort Dodge, where an area of about 40 square miles may be regarded as available for gypsum mining. The gypsum is confined to a bed ranging in thickness from 10 to 20 feet.

The new deposit recently discovered in the southern part of the town of Centerville, Appanoose county, in what are known as Mississippian rocks, is of scientific interest, but whether the gypsum will prove to be of economic importance has yet to be determined. Prospect drilling was undertaken by citizens of Centerville and three holes were put down, in one of which gypsum was encountered at a depth of 572 feet. It proved to be 19 feet thick and of fine quality. A shaft was then sunk and gypsum 13 feet thick was reached at a depth of 533 feet.

A copy of Mr. Kay's report may be obtained on application to the director, United States Geological Survey, Washington, D. C.

## Great Interest in Northwestern Road Congress.

Governor Dunne has appointed over 300 delegates from the state of Illinois to attend the Northwestern Road Congress, to be held in Milwaukee, October 28, 29, 30 and 31, and in which the states of Illinois, Iowa, Michigan, Minnesota, Wisconsin, North and South Dakota are participating. Wisconsin will be represented by a similar number, the delegates being selected from county boards and county highway commissions, good roads associations and commercial organizations interested in the good roads movement. Governor F. E. McGovern, a good roads advocate and a supporter of the state aid movement in the Badger state, will welcome the delegates to the congress.

Governor G. W. Clarke, of Iowa, is arranging the Iowa delegation, which will number between 200 to 250 delegates, and the state delegations from Michigan, Minnesota, North and South Dakota are also being organized by Governors Ferris, Eberhart, Hanna and Byrne, respectively.

State Highway Commissioners Hazelwood, of Wisconsin; Bradt, of Illinois; Rogers, of Michigan; MacDonald, of Iowa; Cooley, of Minnesota, and Brown, of South Dakota, are on the program for reviews of the status of the highway problem in their respective states. A complete program for the congress is now being arranged by President T. R. Agg, Ames, Iowa, and a monster exhibition of road building machinery, equipment and material will be held in conjunction with the congress in the Milwaukee Auditorium, which affords over 70,000 square feet of floor space for exhibit purposes and seating capacity for 10,000 people.

## Text Book on Gypsum Products.

An attractive little booklet of 72 pages with an artistic red cover and entitled the "Red Book" has just been published by the United States Gypsum Co. It has been issued under the jurisdiction of the architectural and advertising departments of the company and was designed for architects, contractors, dealers, lathers and plasterers.

It is a valuable little document and so bound that it will fit into the pocket and may be referred to at a moment's notice. In addition to full and complete data on the "U. S. G." line, the booklet describes the nature of hard wall plasters and tells the difference between the various plasters on the market. It describes in detail the uses of bond plaster for interior concrete surfaces.

A section is reserved for the many uses of "Sackett" plaster board and another section describes in detail "Pyrobar" gypsum tile and illustrates quite minutely the many uses for this gypsum product.

A list of specifications for the various "U. S. G." plasters and gypsum products is also given.

The last few pages of the booklet contain automatic wall measurement tables which show the total number of square yards in rooms of various sizes. The book is fully illustrated, neatly printed and worthy of space in the library of every man interested in the building material industry.

# CLAY PRODUCTS

## Brick Makers to Meet in Detroit.

Detroit has secured the National Brick Manufacturers' Association's annual convention, which is to be held in February the coming winter. The National Brick Manufacturers' convention is one of the oldest and largest that is held annually in the United States and is composed of practically all of the brick manufacturers in the United States and men who head the brick and clay-working machinery manufacturing plants. In addition to the above this convention will bring to Detroit men who are interested in the brick manufacturing industries as well as those who have been instrumental in the construction of or the use of large quantities of brick, together with several affiliated organizations, such as the National Paving Brick Manufacturers' Association, the National Clay Machinery Association and the American Ceramic Society, all of which will hold business sessions in Detroit during the National convention.

William B. Wreford, manager of the Detroit Brick Manufacturers' and Dealers' Association, feels highly complimented that through the efforts of that association and of Lee Barrett, of the Detroit Convention Bureau, the National organization selected Detroit as the place to hold its next annual convention. The lines for securing the convention were laid about two weeks ago when Mr. Wreford attended the convention of the National Paving Brick Manufacturers at Buffalo, where he was able to secure the support of President Eben Rodgers, of Alton, Ill.; Vice-President Frank Salmen, of Slidell, La., and Secretary Theodore A. Randall, of Indianapolis. At the last National convention held in New Orleans, 1,500 people were present and this is one of the most desirable mid-winter conventions that can be secured for any city.

"The importance of the general interest created in the matter of this association in Detroit," said Mr. Wreford, "is significant for the reason that the enormous and excellent clay deposits in Wayne county have enabled Detroit manufacturers to pro-

duce a quality of brick excelled in no other section of the country. Oddly enough, brick sells in Detroit cheaper than in any other community. There are manufactured annually 300,000,000 brick, which are used solely for building purposes. The local manufacturers not only supply Detroit, but a large share of Michigan, as well as the neighboring towns in Ontario. The industry is one of the oldest in the city, having been in continuous operation for decades."

Detroit had the honor of entertaining the brick manufacturers 15 years ago. The National association was organized in 1885 and have held yearly conventions since then, with the single exception of the year 1890. While in some instances the association had exhibitions of machinery, etc., on the occasion of the convention in Detroit, there will be no public display except that some of the brick manufacturers will have specimen displays.

## ILLINOIS CLAY MANUFACTURERS ORGANIZE.

The brick makers of St. Clair county, Ill., recently organized for the purpose of conducting a campaign of publicity. The association is known as the St. Clair County Building Brick Association, the officers being Edward Abend, president; George Lischer, vice-president; Wm. Kloess, treasurer, and Warren W. Ittner, secretary.

A number of lectures and articles for publication in the various newspapers of that section have been prepared, and some of the latter printed. An elaborate display in the industrial section of the St. Clair county centennial exhibit will be given and literature distributed showing the comparative costs of frame and brick construction, together with complete plans and specifications for the small and moderately-priced brick home.

Efforts will be made at the close of the centennial to include in the membership all of the clay working plants operating in southern Illinois and probably manufacturers of drain tile and sewer pipe.

## NEW INCORPORATIONS.

The Vesper Brick & Tile Co., Vesper, Wis.; re-organized and incorporated; capital stock, \$25,000; George Prout purchased interest in concern and elected secretary and treasurer; P. E. Murgatroyd is president and Rolland Murgatroyd is manager.

The Marion Brick Co.; capital, \$50,000; organized by Z. F. Davis, F. W. McIntyre, O. J. Fleming and Levi Harr, of Fairmont, W. Va.; will build large brick plant.

The Parkersburg Shale Brick Works, Parkersburg, W. Va.; G. L. Watson, W. W. VanWinkle, T. S. Savage, El. Davidson and S. T. Partridge; capital, \$50,000; will, as soon as organized, take over and operate plant of the Parkersburg Brick Works located on the Staunton Pike, inside the city limits.

The Uhrichsville Clay Co., Uhrichsville, Ohio; increased capital from \$50,000 to \$100,000.

The Star Tiling Co., Pittsburgh, Pa.; A. W. Robertson, Edwin L. Wilson and Owen S. Cecil.

Paden City Pottery Co., Padon City, W. Va.; capital, \$75,000; W. B. Eichleau and others.

High Point Roofing Tile Co., High Point, N. C.; capital, \$25,000; W. F. Norman and others.

The Jeanette Brick & Stone Co., Jeanette, Pa.; J. F. Lutz, president; T. F. O'Connell, secretary-treasurer, and A. Sproul, general manager.

## News from the Field.

The Altoona Brick Co. has started work on a large plant above Westmont, Pa.

The Webster Brick Co., Webster, Ohio, has started to rebuild its plant, which was lately burned.

The Keystone Clay Co. is arranging to build a big paving brick manufacturing plant at Wyoming, Pa.

The Star Clay Co., Mertztown, Pa., is arranging to install a new plant at Longswamp, Berks county, Pa.

The Ross Clay Products Co., recently organized, has broken ground for a plant just east of Dennison, Ohio.

J. Nevin Huber, of Greensburg, Pa., has been appointed receiver for the Saline Fire Brick Co., of Salina, Pa.

The Dennison Sewer Pipe Co., Dennison, Ohio, has had plans prepared for a two-story addition, 65x80 feet.

The Windber Clay Products Co. is making extensive improvements to its plant near No. 34 mine in the Windber, Pa., district.

The Acre Land Co. has bought the Alpizer farm near Huntington, W. Va., and is arranging to manufacture brick there on a large scale.

## Trestles and Bins Increase Opportunities.

(Continued from page 14.)

Heretofore the Wilcox Co. has specialized in concrete materials, dealing only in sand, stone and cement. The sand is produced at the Wilcox sand and gravel pit at Janesville, Wis., where it is washed and separated under a modern process. The bulk of the production is torpedo sand and gravel. Practically all of the gravel is disposed of in the district adjacent to Janesville. Because of the local demand for crushed stone, little of the gravel is sent to Chicago.

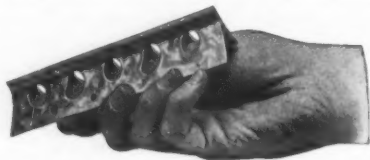
For the storage of cement, a large shed, with a capacity of 7,000 barrels, is in use on the Wilcox property, but due to the consolidation the company finds it necessary to erect several new buildings for storing plaster, gypsum products, lime and other materials.

The Northwest Material Co. was organized in 1906 and occupied a space of four acres. J. F. Woods was president and L. Schubert treasurer of the Northwest Material Co.

The consolidation enlarges the equipment of the Wilcox Co. and consequently enables it to take on a larger amount of business. In addition to building materials, coal is also handled. The teams will be used to deliver coal in winter and building materials and coal in summer.

In addition to the main yard of the Wilcox Co., another is located at Fullerton and Crawford avenues. Another yard will be installed at Milwaukee and Norwood Park avenues, on the C. & N. W. R. R. This latter yard, like the other Wilcox yards, will carry a complete line of materials and will take care of the business in the extreme northwestern section of Chicago, which is at present the growing district. The three yards will be within a distance of two miles of each other.

The officers of the consolidated company are: Roland E. Wilcox, president; James F. Wood, secretary; L. W. Beven, treasurer; Frank J. Silha, sales manager, and Louis Schubert, member of the board of directors.



**Look Down the Edge of the Bead  
you are using. If it is PENCO**

it has to be straight, for PENCO BEAD is made on a straight-edged die, and cannot be otherwise.

Made From  
**HAMPTON IRON**  
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Guaranteed Against Corrosion

If you want corner bead protection,  
ask your dealer for **PENCO**

If you are a dealer, ask us.

**Penn Metal Company**  
200 Devonshire St., BOSTON



# SAND and GRAVEL

## A Sand and Gravel Plant of Modest Size.

Originally to furnish ballast for its own tracks, but later to serve also a commercial trade, the Milwaukee Northern electric railway built a washing and screening plant along the banks of the Milwaukee river, a few miles north of the city of the same name. This industry is operated by the Milwaukee Northern Sand & Gravel Co., whose name

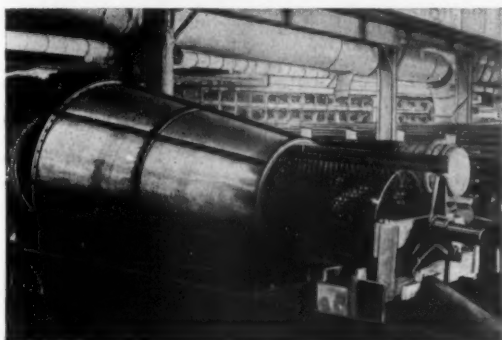


FIG. 3. THE WEBSTER SCREEN THAT DOES THE WASHING.

expresses properly its close relationship to the railroad company.

### The Plant Rebuilt by Sauerman Bros.

The plant, though of modest size and capacity, is thoroughly well equipped for effective and efficient operation and output. But it was not always so. Originally it was far from being either effective or efficient. Since its rebuilding and re-equipment by Sauerman Bros., of Chicago, the plant is doing what is expected of it—and owners' expectations are always high.

A view of the plant, Fig. 1, from the opposite bank of the river, is shown on this page. It illustrates the general outlines of the bin forms and construction, and the location of the pump house at the river bank. The materials are dug from the opposite side.

Sauerman Bros. naturally and properly installed here their own well-known excavator outfit, which is a very economical means of doing this class of

work. Fig. 2 shows the bucket out over the pit, ready to be lowered by slackening the main line, for scooping up a load by hauling on the operating rope.

### Cyl-Cone Screen for Washing and Grading.

The materials are washed and graded by passage through a Webster Cyl-cone screen, whose compactness permits it to do its usual big work in a very small space.

Fig. 3 shows the screen as photographed before shipment from the Webster factory. The cylindrical portion consists of a dead section for preliminary washing and breaking of the lumps, and two screen sections with holes of different sizes. The smaller holes come first, within the outer cone. They pass the finer material, for further separation by the conical jacket screen. The larger holes of the cylindrical screen are in that end which extends through and beyond the conical screen, and here the large and small gravel are separated. The screen thus makes four grades, two from the cone and two from the extended end of the cylinder—truly a multum in parvo construction.

Oversize material brought up in the excavator bucket is separated out by grizzly bars beneath the receiving hopper and not allowed to enter the screen.

The plant, as a Sauerman-Webster combination of essential equipment, is a thorough success.

The Consolidated Sand & Gravel Co., of Pomeroy, Ohio, is arranging to install at the Hocking river incline a steam sand elevator, which will greatly aid in reloading its product from boats to railroad cars.

The buildings at the Altham Sand Works at Thompsons Eddy, on the Alleghany river, in Warren county, Pa., were burned recently. The plant was being run by the Decario Co., of Johnsonburg, Pa., and was equipped with strictly modern machinery. The plant will be rebuilt at once at a cost of at least \$20,000, according to E. G. Beiler, manager, as the company has enough sand there to keep it busy for the next five years.

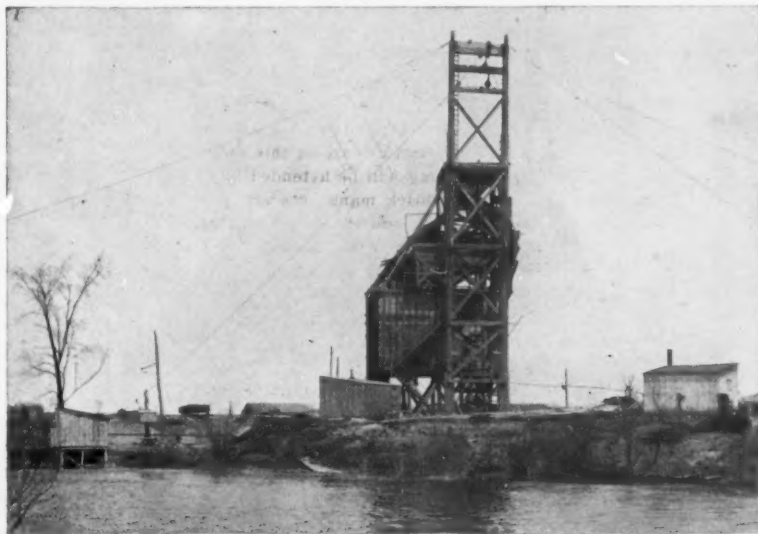


FIG. 1. AS SEEN FROM THE OPPOSITE BANK OF THE RIVER.

The American Concentrating Co., Springfield, O., has issued a pamphlet descriptive of the "New Century Disintegrating and Washing Screen." The screen revolving in a tank of water is so designed and constructed as to be an ore, sand or rock washer, grizzly or sizing screen combined in one machine. It is especially suited for contractors who require clean sand and rock for concrete work. The machine can be placed at the gravel bank and the

gravel including boulders up to 10 inches in diameter may be fed into the hopper at the end of the screen. An interesting paper entitled "To Contractors for Concrete Work and Builders of Good Roads" is contained in the pamphlet, besides views of the screen in action.

### PURCHASES NEW DREDGE.

The Quincy Sand Co., Quincy, Ill., has put a new dredge boat into operation to replace the old dredge



FIG. 2. A SAUERMAN BUCKET DIGS THE DIRT.

boat of the company, which was destroyed by fire some time ago. The new boat is equipped with a hydraulic pump which sucks the sand from the bottom of the river, carries it up through a pipe and pours it onto the barge which is moored alongside. It has an eight-inch pipe and the suction is obtained by a high-gear 90-horsepower gasoline engine and secures from five to six barges of sand per day.

### NEW INCORPORATIONS.

Appomattox Sand & Gravel Co., Richmond, Va.; capital, \$15,000; R. B. Pentress, 912 Union Trust building, Baltimore, Md., president, and C. C. Walton, Jr., Mutual building, Richmond, Va.

The Canton Sand & Gravel Co., Canton, Ohio; capital, \$60,000; E. E. Mack and others of that city.

Utica Fire Sand Co., Utica, Ill.; increased capital from \$30,000 to \$80,000.

West Dallas Gravel & Sand Co., care of Tom S. Graven, 830 Wilson building, Dallas, Texas; capital, \$30,000; T. S. Craven, J. R. Rucker and F. H. Shingle.

The Builders' Sand & Gravel Co., Davenport, Iowa; secured a site and will erect a large plant.

The Gordon Sand Co., Conneaut Ohio; capital, \$50,000; sand and gravel, clay, shale, limestone, etc.; F. E. Gordon, C. H. Gordon, R. G. Gordon, H. G. Danows and S. C. Andrews.

Charlottesville Sand & Gravel Co., Charlottesville, Va.; capital, \$25,000; E. A. Poyton, president; W. J. Keller, secretary-treasurer, both of Charlottesville.

The Keystone Engineering Co. is having bids taken by Mainwaring & Cummins, of Westville, Pa., for a sand handling plant near that place, to cost about \$10,000.

Samuel Curtis, of the Garden City Sand Co., of Chicago, was getting options two weeks ago on land on the Ohio river at Ashtabula, Ohio, and it is reported that the company will put in a plant at that place.

# SAND-LIME BRICK

## Sand-Lime Brick in the Sub-Tropics

BY W. J. CARMICHAEL.

While considering the subject of sand-lime brick in the sub-tropics, I shall deviate somewhat from exact geographical lines in order that what little I may have to say will not be altogether disappointing to you.

Conditions in the country to the south differ widely from the temperate and more frigid zones. Not only is this true of climatic conditions, but as well with its people, their temperament, working capacity and their modes of building construction.

From personal observation through sections of this interesting country, I predict wonderful advances in the manufacture of sand-lime brick.

First, on account of crude methods used in the making of burned and sun-dried clay brick and adobes, and the exceptional poor quality of the manufactured article.

Second, the high price of fuel in certain sections of the country, making conditions more favorable to the manufacture of sand-lime brick than of hard burned clay products.

Third, the lack of high grade clays and shales necessary for the production of brick suitable for the modern buildings now being erected and in process of development.

Fourth, the abundance of excellent sand, silica rock and high grade lime rock found in many parts of the extensive territory.

And lastly, owing to the great superiority of a properly made sand lime-brick in comparison with the average clay brick now being used.

One not acquainted with conditions in a hot, moist climate can hardly appreciate the advantages of a homogeneous, light-colored, low-absorptive building brick until he has investigated and noted the heavy adobe walls with their coats of plaster and white-wash, made necessary to keep out moisture and reduce the effects of the hot rays of the tropical sun.

The market condition in a general way is very favorable to sand-lime brick. The perfect form, the color, the low absorption and general beauty of sand-lime product immediately appeals to the architect and builder of the far south territory. This is proven by the eagerness with which sand-lime brick are accepted and used wherever possible to secure them. I have known cases where the full capacity of the plant was taxed to its utmost and it became necessary to sprinkle cold water on the cars of brick coming from the hardening cylinder in order to facilitate handling the product. There is very little skepticism with reference to the brick, as was our experience in a colder climate during the early stage of the manufacture.

The price throughout the country varies as it does in our own; a fair, reasonable figure being given. The Island of Cuba has experienced some similar trials such as our country passed through during the early days of promotion and attempted manufacture of good brick. However, with years of experience and benefited by the results obtained by concentrated efforts of the different sand-lime brick associations throughout the world, Cuba boasts today of an up-to-date plant fully equipped with American machinery, and turning out a good quality of brick from ground silicious rock and hydrated lime. It will be interesting to know the method used in hydration of the lime. The lime is carefully selected free from core, and spread out in layers from six to eight inches deep. Water is thrown on this. A second layer of lime and water is added and this process is continued until a huge pile of lime is ac-

cumulated. After hydration the mass is screened and a good grade of hydrate is secured. The silicious rock used is secured from a large stone crushing plant and is delivered to the brick factory in railroad cars. The fine material is elevated to a large storage bin located above the wet pan. A charging spout properly proportioned for the wet pan is connected to the bottom of the bin, allowing the material to flow directly to the grinding mill.

The hydrate of lime in proper proportions is then added. After mixing, the material is elevated to the hopper located above the press. A six mould press of the vertical type is used, this press being adjustable so that changes can be made, and either American size or Cuban brick can be made; the approximate size of Cuban brick being 10½ inches by 5 inches by 2½ inches. The brick are handled and hardened as in this country. The brick manufactured have found a market and sell readily in competition with clay brick.

The island contains but little silica sand. The sand found in a great portion of the island is of coral or shell formation, which does not permit its use in the manufacture of sand-lime products.

I have received some information pertaining to the installation of a sand-lime brick plant near Havana. I trust the new plant if erected will not repeat the failure of years ago which, I am informed, was occasioned by lack of proper sand and knowledge of the sand conditions of the island.

There is now on the way through the tropics to Argentine Republic a complete equipment of American machinery for the making of sand-lime brick. A prominent Chicago architect and packing house expert, after having used sand-lime brick in the erection of a large packing and refrigerating plant in this country and after several years of careful examination of the brick under such severe conditions, decided to use this excellent material throughout the immense new plant to be erected in South America. Sand-lime brick or other suitable material not being available, he decided to purchase outright a complete brick factory, make the millions of brick required and upon completion of the work to operate the factory, selling the product in the open market.

There are several sand-lime brick factories in South America in which both English and German machinery is used. The introduction of American machines and methods will do much toward the development of the business, and we may look forward to the time when South America will join hands across the canal and extend sand-lime association congratulations to our own progressive organizations.

### THE RIGHT SPIRIT.

An interesting letter from E. R. Wood, manager of the Composite Brick Co., Jacksonville, Fla., speaks of present tightness in building finances and voices the opinion that the condition will soon be relieved. Such optimism is no doubt largely responsible for the long strides this company has made in the promotion of sand-lime brick popularity. The letter follows:

"Business here is striving with all possible energy to go ahead, but some very large obstacles are presented which put a damper on it, as it were, one of which is the monetary stringency which has become a serious menace to trade. However, we

can say that notwithstanding all the present conditions we are moving on an average of 500,000 brick a month, as against 150,000 this time last year. We are now filling an order which will eventually amount to nearly 2,000,000 brick, which, by the way, is one of the largest if not the largest individual orders put out in this locality, and the plant has been running but little over a year. We all hope that conditions will shortly be relieved, which will add greatly to the upbuilding of a broader confidence. It takes a lot of sand to face some of the problems arising sometimes, but we are thankful we have a vast amount of it in our bank, but a good share of it is going into our sand-lime brick."

## Maintenance Problem Will Be Feature of American Road Congress.

"Overtopping all other road problems in its importance is that of maintenance," says Logan Waller Page, director of the U. S. Office of Public Roads and president of the American Highway Association. "It is criminally wasteful to invest large sums of public money in building the highways demanded by traffic unless the investment is conserved by adequate maintenance. Without such adequate maintenance a road costing anywhere from \$5,000 to \$15,000 per mile may go to ruin in a year or two, thus involving a permanent loss of considerable magnitude.

"When it is considered that the aggregate expenditure on roads in the United States is well over \$200,000,000 annually, the seriousness of the question is apparent. I look to the conference of highway officials which will be held during the Fourth American Road Congress, which meets in Atlanta, Ga., on November 9, to devote much attention to road maintenance, and that the accumulative moral effect of their findings will go far towards bringing legislatures and county boards to a realization of the necessity for prompt and efficient action."

One of the questions which the congress will discuss is that relating to the revision of road laws. A complete compilation of the road laws of all the states will be available for the session devoted to legislation and it is expected that in outlining basis for revision, maintenance will be given particular attention.

### SAND-LIME BRICK MEETING IN DECEMBER.

The Sand-Lime Brick Association will hold its annual convention in Dayton, Ohio, Dec. 8-9, at the Algonquin hotel. The year 1914 has been remarkable in the total consumption of sand-lime brick, whose merits are becoming general knowledge. The industry has suffered somewhat in the past two months, as have others in the building material line, from the financial depression and the difficulty in securing loans for building purposes, but still enormous quantities have been disposed of, such as would indicate a profoundly satisfactory market condition had not the money sources tightened up.

Indications are at this early date that the Dayton meeting will be attended by the full quota of sand-lime brick manufacturers in the United States and Canada and it is indeed certain that some matters pertinent to the advancement of the industry will come up for adoption.

The opinion seems to be retained in some quarters that the mortar for laying sand-lime brick has to be of a special kind and quite different from that used in laying clay brick. This is not the case, as the same mortar can be used in both instances, taking into consideration the fact that in some localities Portland cement is added to the ingredients when using sand-lime brick. However, more time is required for a mortar to set than in a softer clay brick.



## Caen Stone Cement.

### Interesting Facts of Its Manufacture and Modern Use.

Originally Caen stone came only from one source near Caen, the ancient capital of Lower Normandy, France. It is a stone of peculiarly beautiful color and unusual texture and is used in some of Europe's most wonderful structures, beginning as far back as the fifteenth century. The difficulties of importing Caen stone for American buildings can be readily understood; the cost, as may be imagined, makes its use well nigh impossible. Only a few instances are found where the genuine is specified; this high-grade material is practically unused here.

Caen stone cement, bearing the brand "Excelsior," as manufactured by The Cleveland Builders' Supply Co., forms the most perfect substitute for the French stone itself. In fact, after being applied and pointed off, it becomes an exact counterpart of the original in color, texture and durability without that abhorrent look which stamps imitations. This is due not alone to the process of manufacture, but for the most part to the ingredients that enter into the product, the most important material being a finely powdered stone that has the exact color and texture without artificial treatment. By infinite pains special equipment has been designed to regulate uniformity, until today its merits are recognized and it is being specified by most conservative architects.

Two recent and notable examples of the use of "Excelsior" Caen stone cement in high-grade work are found in the Cleveland Athletic Club building and the Ohio State Archeological Museum and Library. In neither of these buildings could the French stone itself be distinguished if placed near, so perfectly has the material been applied. The photographs reproduced on this page will serve to illustrate the beauty of the finished surface.

Being a plastic material of free working qualities, the cement is readily applied by first-class plasterers. Scraping, dressing and sand-papering is entirely dispensed with, as the finished surface is produced merely by floating. The result is a stone-like wall, highly desired for its decorative effect and extreme durability. Naturally it would be unwise to hide its beauty with paint or color wash, especially as the color is uniform and permanent. Nor is Caen stone cement limited to work in public

for casting mantels, garden seats, urns and the like. As a stucco material it is known for its ease of application and perfect weathering. On the other hand the cost of "Excelsior" Caen stone cement is inversely that of its high quality. Proportionately it is really inexpensive, and, by reason of the fact that it arrives on the job in 100-pound sacks, requiring only the addition of water, is an economical material with which to work.

Success in anything depends greatly upon strict attention to details. Mr. Edison says "Genius is only the capacity for taking infinite pains." So best results are to be had by following the manufacturer's directions, which are a composite result of thorough research.

In using "Excelsior" Caen stone cement, walls should first be prepared according to the character of the work involved. Inside brick walls need two coats of damp resisting paint. Outside walls must be thoroughly cleaned of loose mortar and dust, then wet down to take out the suction. For the first or scratch coat, use a good grade of gypsum plaster or lime mortar containing plenty of hair, and gauged with Keene's cement. For outside stucco, use a scratch coat made up of one part Portland cement, three parts clean, sharp sand, long cattle hair and enough hydrated lime to equal one-fifth the cement. Scratch coats should be well scored in both directions with a close wire scratcher. This is followed with a second or brown coat. Use same material as first coat except that the hair is not needed. Scratch this finely and allow for a three-sixteenths or one-quarter inch finish.

In the buildings from which photographs are taken for this article, most excellent results have been secured. Care was taken to keep the mixing-box clean and the brown coat wet down to prevent suction. A wood float was used to lay the Caen stone cement. Only clean water was permitted. The appearance is all that can be desired, for the true texture and color of the French stone itself is there.

nary times at 5 and 6 per cent. And the large part of our building operations are on borrowed money. Since the war, this foreign money has been eliminated, and our own banks and moneyed men are asking six and seven per cent—and that extra per cent or so just about cuts off the living profit of



MAIN LOBBY OF THE CLEVELAND ATHLETIC CLUB, FINISHED IN "EXCELSIOR" CAEN STONE CEMENT.

the builders. There's hardly a city in the country that hasn't noticed this slump—it's worse than a slump, an absolute cessation—in building. And men that have the money hesitate to let it go for building, though sure of six per cent. This condition is especially true in the smaller towns.

"I was delighted to notice recently though several offers of small sums to be lent at 6 per cent in the small towns of the west after Oct. 1. It showed that money is loosening up among the men who can finance the minor building operations.

"Great hopes are built on the grain crops for stimulating business and letting loose money. But less than a fourth of the wheat crop has been sold, and the money from it probably won't be available for several months. Business won't be brisk again for this winter, anyway; perhaps not until next summer, if things work out favorably."

### LOCAL ASSOCIATIONS AS CURE FOR PRICE CUTTING.

(Continued from page 25.)

They have got Cleveland's men, women and children wearing "safe" buttons, and naturally the supply man's business has materially increased.

In our locals we have adopted the committee form of management. There is a lime, a cement, a brick committee, etc. The commodities are grouped into natural divisions, with a committee for each. The duties of the committees are to see that the commodity they have in charge receives its due share of the promotion committee efforts, to adjust differences that may arise between yourselves and the manufacturers of said commodities, advise regarding the best manner of marketing the particular commodity and anything that may come up in reference to its sale.

A recommendation of a committee is, of course, subject to the consideration of the full membership of the local, just as the actions of the local are subject to review by the National.

Last, but not least, one of the most important things the local will expect to do will be to get its members to install and operate a uniform cost system. I emphasize the word "uniform," for an organization cost system to be effective must be uniform. You must all figure your cost the same way, otherwise you will find one leaving out that which another includes, and this brings me to a



WALLS OF EXCELSIOR CLUB'S DINING ROOM, CLEVELAND, SHOWING POSSIBLE EFFECTS OF CAEN STONE CEMENT TREATMENT.

buildings. In recent years it has been extensively used on ceilings and walls of churches, colleges, courthouses, post offices, banking rooms, railway stations, club rooms, hotel and theater lobbies, schools, and libraries. Besides this, it is admirably adapted

man recently. "Talk as you please about the United States being self-supporting and sufficient unto itself, we see what other countries can do for us when such situations as the war brings come upon us. Foreign money is loaned to us in ordi-

### Loans.

"Even if I could have the contract for the cement, I wouldn't want to see a wall built around our country," said a Kansas City supply

statement I know some of you have been dying to hear me make, and wondering why I did not start out with it, and that is, better prices.

Now, then, I want you to pay particular attention to this. 'Tis not only the experiences of the supply man, but it is also the experience of every trade organization that has adopted a uniform cost system, and for the past six months I have been in touch personally and by correspondence with many such organizations scattered over the country, and this is the result of my investigations: When costs were found according to the uniform method, and each concern's costs found by the same rules as governed the cost finding of all other similar firms, backbones stiffened and better prices were demanded and obtained.

Now, gentlemen, the case is in your hands. It is for you to say whether you shall continue as

you have been doing or whether you will wipe the slate clean of all real or imaginary grievances you may have against each other and, starting afresh with no wrongs to avenge or axes to grind and working with the National association, make a local here of Chicago dealers which will be a source of inspiration not only for yourselves, but for the country at large, going into it expecting misunderstandings at first, but with a determination to give it a fair trial and to work for and see the thing through.

And now in conclusion, speaking to you face to face and as man to man, if you will go into this with the firm desire to do the right thing yourself, irrespective of whether you think or find that your neighbor is not toting square, the local will not only be a success, but a source of financial profit to you individually, for as sure as day follows night, the

man who does not play fair will find that his worst competitor is himself. Power comes from loyalty to the right. The plans submitted have been tested and found to be right, and if you will follow its rules, being workers, not arguers, I pledge to you the golden harvest.

#### OBJECTS TO DRAIN TILE RATES.

The Rockport Drain Tile Co., of Rockport, Ind., filed complaint recently with the Interstate Commerce Commission against the Southern Railroad Co., alleging that the rate of six cents a hundred pounds on tile shipped from Rockport to Louisville and the \$2 a car switching charge at Louisville are unreasonable. The complainant asks for a readjustment of rates and reparation to the amount of \$121.77 as a result of recent overcharges.

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We bespeak for the Company the continuance of the valued business which has been extended to its several plants for many years.

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C. Philip Coleman  
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American Clay Machine Co..	Cleveland Builders' Supply Co. .... 42	Imperial Belting Co.....	National Engineering Co.....	Taylor-Wharton Iron & Steel Co. ....
American Clay Co..... 22	Cleveland Belting & Machinery Co. .... 37	Improved Equipment Co..... 10	National Lime & Stone Co... 4	Thew-Automatic Shovel Co., The .....
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American Process Co.....	Consolidated Tramway Co... 21	International Steam Pump Co. .... 38	National Paving Brick Mfrs. Assn. .... 7	Thornton Fire Brick Co..... 7
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American Steel & Wire Co..	Crane, P. D., Co..... 22	Jaeger Machine Co.....	National Retarder Co.....	Troy Wagon Works Co., The .....
American Well Works..... 9	Crossley, Geo. C..... 24	Jalte Co., The..... 24	Northwestern Expanded Metal Co. .... 43	Union Mining Co.....
Atlas Car & Mfg. Co.....	Curry, J. P., Mfg. Co.....	Jeffrey Mfg. Co.....	North Western States Portland Cement Co..... 4	Union Sand & Material Co...
Atlas Portland Cement Co...	Cyclone Drill Co., The....	Johnston & Chapman Co...	Ohio & Western Lime Co... 5	U. S. Gypsum Co..... 44
Austin Mfg. Co.....	Davenport Loco. Works.....	Kansas City Pt. Ct. Works..	Owen Bucket Co., The.....	Universal Portland Cement Co. ....
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Bourse, The..... 24	French, Samuel H., & Co... 2	Loomis Machine Co., The....	Reynolds Asphalt Shingle Co. 5	Whitehall Cement Mfg. Co...
Bradley Pulv. Co.....	Fuller Eng. Co.....	McLanahan Stone Mch. Co..	Ricketson Mineral P. Wks... 23	Williams, C. K., Co.....
Buckbee Co., J. C..... 22	Giant Portland Cement Co..	McMyler Interstate Co..... 2	Ruggles-Coles Eng. Co.....	Williams Patent Crusher & Pulverizer Co. ....
Butterworth & Lowe.....	Goodrich Co., The B. F.....	MacNeal, Jas. B., & Co.....	Sandusky Portland Cem. Co.. 3	Wolverine Portland Cement Co. ....
Cabot, Samuel, Inc.....	Grimsley, G. P.....	Marion-Osgood Co., The....	Sauermaier Bros. ....	Woodville Lime & Cement Co. .... 1
Caldwell, H. W., & Son Co..	Hannibal Lime Co..... 22	Marquette Cement Mfg. Co. 4	Schaffer Engineering & Equipment Co., The.....	Worrell, S. E.....
Canada Pebble Co., Ltd....	Harris Brick Co..... 7	Martin, Henry, Brick Mch. Mfg. Co. ....	Scioto Lime & Stone Co...	
Cardiff Gypsum Plaster Co. 6	Hendricks Mfg. Co.....		Security Cement & Lime Co.	
Carolina Portland Cement Co. ....				

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS



# CLASSIFIED BUSINESS DIRECTORY

## BAGS AND BAG TYERS.

Curry Mfg. Co., J. P. (bag tyers).  
Faerberhill Mfg. Co. (bag tyers).  
Jaite Company, The.  
Urachel Bates Valve Bag Co.  
West Jersey Bag Co., The.

## BELTING.

H. W. Caldwell & Co.  
Chicago Belting Co.  
Dull & Co., R. W.  
B. F. Goodrich & Co.  
Imperial Belting Co.  
Stephens-Adamson Mfg. Co.  
Webster Mfg. Company.  
Weller Mfg. Co.

## BRICK.

Belden Brick Co.  
Hocking Valley Clay Co.  
Metropolitan Paving Brick Co.

## BRICK CLAMPS.

The P. D. Crane Co.

## BRICK PAVING.

Alton Brick Co.  
Harris Brick Co.  
Metropolitan Paving Brick Co.  
National Paving Brick Mfrs. Assoc.  
Thornton Fire Brick Co.

## BUCKETS, DUMPING AND GRAB.

Atlas Car & Mfg. Co.  
H. W. Caldwell & Co.  
Hendrick Mfg. Co.  
McMyler-Interstate Co.  
Owen Bucket Co.  
Willis Shaw Mch. Co.

## CABLES.

American Steel & Wire Co.  
Dull & Co., R. W.  
Sauerman Bros.

## CASTINGS.

Allis-Chalmers Mfg. Co.  
Taylor-Wharton Iron & Steel Co.

## CEMENT, HYDRAULIC.

Carolina Portland Cement Co.

## CEMENT, PORTLAND.

Atlas Portland Cement Co.  
Carolina Portland Cement Co.  
Chicago Portland Cement Co.  
Coplay Cement Mfg. Co.  
Dexter Portland Cement Co.  
French, Samuel H., & Co.  
Giant Port. Cement Co.  
Kansas City Portland Cement Co.  
Lehigh Portland Cement Co.  
Marquette Cement Mfg. Co.  
Northwestern States Portland Cement Co.  
Ohio & Western Lime Co.  
Phoenix Portland Cement Co.  
Sandusky Portland Cement Co.  
St. Louis Portland Cement Works.  
Security Cement & Lime Co.  
Union Sand & Material Co.  
Universal Portland Cement Co.  
Vulcanite Portland Cement Co.  
Whitehall Portland Cement Mfg. Co.  
Wolverine Portland Cement Co.  
Woodville Lime & Cement Co., The.

## CHAINS.

Edgar Allen Amer. Mang. Steel Co.  
Columbus Chain Co., The.  
Jeffrey Mfg. Co.  
Taylor-Wharton Iron & Steel Co.

## CLAY AND FIRE CLAY.

Crossley, Geo. C.

## CLAYWORKING MCHY.

American Clay Mch. Co.  
Bartlett, C. O., & Snow Co.

## COAL CHUTES.

Kewanee Mfg. Co.

## COLORINGS, DRY AND MORTAR.

Samuel Cabot.  
Chattanooga Paint Co.  
Clinton Metallic Paint Co.  
Macneal, James B., & Co.  
Ricketson Mineral Paint Works.  
Williams, C. K., & Co.

## COMPRESSORS.

Allis-Chalmers Mfg. Co.  
Clayton Air Compressor Co.

## CONCRETE MIXERS.

Jaeger Mach. Co.  
Miscampbell, H.  
Power & Mining Mach. Co.

## CONCRETE REINFORCEMENT.

American Steel & Wire Co.

## CONVEYORS AND ELEVATORS.

Allis-Chalmers Manufacturing Co.  
Austin Mfg. Co.  
Bartlett, C. O., & Snow Co.  
Caldwell, H. W., & Sons Co.  
Dull, Raymond W., & Co.  
Ehram, J. B., & Sons Mfg. Co.  
Goodrich Co., The B. F.  
Jeffrey Manufacturing Co.  
Link Belt Co.  
McMyler-Interstate Co.  
McLanahan Stone Machine Co.  
Power & Mining Mach. Co.  
Stephens-Adamson Mfg. Co.  
Webster Mfg. Company.  
Weller Mfg. Co.

## CONSULTING GEOLOGISTS.

Grimsley, G. P., Ph. D.  
Robt. W. Hunt & Co.

## CORNER BEADS.

Bostwick Steel Lath Co., The.  
Penn Metal Co.

## CRANES—LOCOMOTIVE AND GANTRY.

Link Belt Co.  
McMyler-Interstate Co.

## CRUSHERS AND PULVERIZERS.

Allis-Chalmers Manufacturing Co.  
American Pulverizer Co.  
Austin Mfg. Co.  
Bacon, Earl C.  
Bartlett, C. O., & Snow Co.  
Bonnot Co., The.  
Bradley Pulverizer Co.  
Butterworth & Lowe.  
Ehram, J. B., & Sons Mfg. Co.  
Jeffrey Manufacturing Co.  
Kent Mill Co.  
Lewistown Foundry & Machine Co.  
Martin, Henry.  
McLanahan Stone Machine Co.  
Pennsylvania Crusher Co.  
Power & Mining Mach. Co.  
Raymond Impact Pulverizer Co.  
Sturtevant Mill Co.  
Taylor-Wharton Iron & Steel Co.  
Traylor Eng. & Mfg. Co.  
Webb City & Cartersville F. & M. Wks.  
Williams Pat. Crusher & Pulverizer Co.

## DRAIN TILE.

American Brick & Tile Co.  
American Clay Co.  
Mason City Brick & Tile Co.

## DRIERS.

Cyclone Quarry Drill Co.  
Howells Mining Drill Co.  
Loomis Machine Co.

## DRYERS.

American Process Co.  
Bartlett, C. O., & Snow Co.  
Ruggles-Coles Eng. Co.  
Worrell, S. E.

## DUMP CARS.

Atlas Car & Mfg. Co.  
Austin Mfg. Co.  
Stephens-Adamson Mfg. Co.  
Weller Mfg. Co.

## ENGINEERS.

Bacon, Earl C.  
Buckbee Co., J. C.  
Duff Patents Co., Inc.  
Dull, Raymond W., & Co.  
Fuller Engineering Co.  
Grimsley, G. P.  
Robt. W. Hunt & Co.  
Improved Equipment Co.  
Meade, R. K.  
Nat'l Engineering Co.  
Sauerman Bros.  
Schaffer Eng. & Equip. Co.  
Smidth & Co., F. L.  
Stephens-Adamson Mfg. Co.

## ENGINES.

Allis-Chalmers Mfg. Co.  
Jackson & Church Co.  
Power & Mining Mach. Co.

## EXCAVATORS.

Buckbee Co., J. C.  
Raymond W. Dull Co.  
Indianapolis Cable Excavator Co.  
McMyler-Interstate Co.  
Jackson & Church Co.  
Owen Bucket Co.  
Sauerman Bros.  
Weller Mfg. Co.

## FIRE BRICK.

Carolina Portland Cement Co.  
Improved Equipment Co.  
Mason City Brick & Tile Co.  
Thornton Fire Brick Co.  
Thompson-Armstrong Co.  
Union Mining Co.

## FLUE LININGS.

Thompson-Armstrong Co.

## FURNACES FOR SPECIAL PURPOSES.

Improved Equipment Co.

## GEARS.

Caldwell, H. W., & Son Co.  
Stephens-Adamson Mfg. Co.  
Taylor-Wharton Iron & Steel Co.  
Weller Mfg. Co.

## GLASS SAND MACHINERY.

Lewiston Fdy. & Mach. Co.

## GYPSUM—PLASTER.

Acme Cement Plaster Co.  
American Cement Plaster Co.  
American Keene Cement Co.  
Best Bros. Keene's Cement Co.  
Carroll Gypsum Co.  
Carolina Portland Cement Co.  
National Mortar & Supply Co.  
Ohio & Western Lime Co.  
Plymouth Gypsum Co.  
U. S. Gypsum Co.  
Wheeling Wall Plaster Co.

## HAIR

Ohio & Western Lime Co.

## HOISTS, ELECTRIC AND STEAM.

Allis-Chalmers Mfg. Co.  
Buckbee Co., J. C.

## HOLLOW CLAY TILE.

American Clay Co.  
Mason City Brick & Tile Co.  
Metropolitan Paving Brick Co.  
Whitacre Fireproofing Co.

## HYDRATING MCHY.

Kritzer, Co., The.  
H. Miscampbell.

## LIME.

Carolina P. C. Co.  
Hannibal Lime Co.  
Kelley Island Lime & Trans. Co.  
Mitchell Lime Co.  
The Moores Lime Co.  
National Lime & Stone Co.  
National Mortar & Supply Co.  
Niagara Gypsum Co.  
Ohio & Western Lime Co., The.  
Owens & Son, John D.  
Scioto Lime & Stone Co.  
Security Cement & Lime Co.  
Woodville Lime & Cement Co.

## LIME, HYDRATED.

Hannibal Lime Co.  
Kelley Island Lime & Transport Co.  
Mitchell Lime Co.  
The Moores Lime Co.  
National Lime & Stone Co.  
National Mortar & Supply Co.  
Niagara Gypsum Co.  
Ohio & Western Lime Co., The.  
Owens & Son, John D.  
Scioto Lime & Stone Co.  
Security Cement & Lime Co.  
Woodville Lime & Cement Co., The.

## LIME KILNS.

Improved Equipment Co.

## LOADERS.

Jeffrey Mfg. Co.  
Link Belt Co.  
Stephens-Adamson Mfg. Co.  
Weller Mfg. Co.

## LOCOMOTIVES.

Davenport Locomotive Wks.  
Willis Shaw Mch. Co.

## MANGANESE STEEL.

Allis-Chalmers Mfg. Co.  
Taylor-Wharton Iron & Steel Co.

## METAL LATH.

Bostwick Steel Lath Co.  
Carolina Portland Cement Co.  
North Western Expanded Metal Co.  
Sykes Metal Lath & Roofing Co.

## MOTOR TRUCKS.

Kissel Motor Car Co.

## PAINT AND COATINGS.

Samuel Cabot.  
Chattanooga Paint Co.  
James B. Macneal & Co.  
Ricketson Mineral Paint Co.  
C. K. Williams & Co.

## PEBBLES.

Canada Pebble Co.

## PERFORATED METALS.

Allis-Chalmers Mfg. Co.  
Johnson & Chapman.  
Hendrick Mfg. Co.

## PREPARED ROOFING—SHINGLES.

Carolina Portland Cement Co.  
The Heppes Co.  
Reynolds Asphalt Shingle Co.

## PLASTER.

See Gypsum.

## PLASTER BOARD.

National Plaster Board Co.  
Niagara Gypsum Co.  
Plymouth Gypsum Co.  
U. S. Gypsum Co.

## PLASTER MCHY.

Butterworth & Lowe.  
Dunning, W. D.  
Ehram, J. B., & Sons Mfg. Co.  
Miscampbell, H.  
Williams Pat. Crusher & Pulverizer Co.

## PUMPS.

Allis-Chalmers Mfg. Co.  
Amer. Well Wks.

## ROAD MACHINERY.

Austin Mfg. Co.  
Troy Wagon Works.

## ROOFING-METAL.

Sykes Metal Lath & Roofing Co.

## SEWER PIPE.

Houston Bros. Co.  
Plymouth Clay Products Co.  
Thompson-Armstrong Co.

## SILCO BLOCKS.

American Brick & Tile Co.  
Mason City Brick & Tile Co.

## QUARRY CARS.

See Dump Cars.

## SAND.

Crossley, Geo. C.  
Union Sand & Material Co.

## SAND AND GRAVEL WASHING PLANTS.

Dull & Co., Raymond W.  
Stephens-Adamson Mfg. Co.  
Webster Mfg. Co.  
Weller Mfg. Co.

## SAND LIME BRICK MACHINERY.

Amer. Clay Mach. Co.  
Jackson & Church.

## SCREENS.

Allis-Chalmers Mfg. Co.  
American Pulverizer Co.  
Butterworth & Lowe.  
Dull & Co., Raymond W.  
Edgar Allen Amer. Mang. Steel Co.  
Ehram, J. B., & Sons Mfg. Co.  
Hendricks Mfg. Co.  
Johnston & Chapman Co.  
McLanahan Stone Machine Co.  
National Eng. Co.  
Power & Mining Mach. Co.  
Stephens-Adamson Mfg. Co.  
Sturtevant Mill Co.  
Webster Mfg. Company  
Weller Mfg. Co.

## SECOND-HAND MACHINERY.

Bourse.  
Cleveland Belting & Mach. Co.  
Minnesota Equipment Co.  
Snaw Mach. Co., Willis.  
Wicker Bros.

## STEAM SHOVELS.

Thew Automatic Shovel Co.  
Willis Shaw Mch. Co.

## SINK AND FLOAT TESTERS.

Pennsylvania Crusher Co.

## STEAM SHOVEL TEETH.

Edgar Allen Am. Manganeese Steel Co.  
Taylor-Wharton Iron & Steel Co.

## STUCCO RETARDER.

National Retarder Co.

## TIRES—RUBBER.

B. F. Goodrich Co.

## TRAMWAYS.

Consolidated Tramway Co.

## TUBE MILLS.

Allis-Chalmers Manufacturing Co.  
Jackson & Church Co.  
Power & Mining Mach. Co.  
Smidth & Co., F. L.

## WAGONS.

Troy Wagon Wks. Co., The

## WALL PLUGS AND TIES.

Allegheny Steel Band Co.  
Sykes Metal Lath & Roofing Co.

## WATERPROOFING.

Cabot, Samuel, Inc.  
Carolina Portland Cement Co.  
Ceresit Waterproofing Co.  
Hercules Waterproofing Cement Co.  
Mauvee Chemical Co.  
Sandusky Portland Cement Co.

## WEIGHING MACHINES.

Automatic Weighing Machines Co.  
Schaffer Eng. & Equip. Co.  
Sturtevant Mill Co.

## WIRE AND WIRE FENCING.

American Steel & Wire Co.

## WIRE ROPE.

American Steel & Wire Co.  
Buckbee Co., J. C.

# For Hard Service KisselKar Trucks Are Preferred

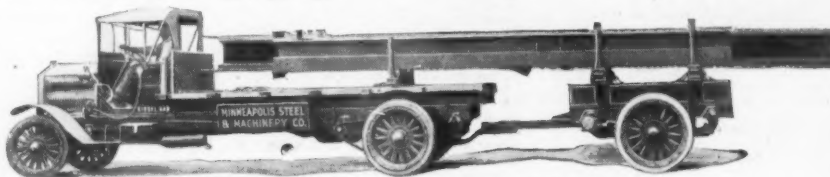
The Minneapolis Steel and Machinery Company needed a big, sturdy, *reliable* truck, and after trying out a number of makes, decided that the KisselKar Truck could best do the required work. They were won not only by a satisfactory demonstration, but by the uniformly good report from owners of other KisselKar Trucks.

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KisselKar Trucks are built to fit the particular service expected of them. Individual conditions are studied, and the size, capacity, body construction and other details made accordingly.

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KisselKar Trucks are used in more than 200 lines of business. Send for illustrated portfolio showing 350 of them in action—it's convincing.



Six ton KisselKar truck in the service of the Minneapolis Steel & Machinery Co.

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Philadelphia

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St. Louis

Milwaukee

Minneapolis

St. Paul

San Francisco

Kansas City

Los Angeles

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Incorporated 1893

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**CANTON, OHIO**



## FIVE MODERN FACTORIES

producing practically every color and texture of Face Brick put us in position to take care of the dealer to the best possible advantage. It will pay you to have our samples and prices. Write now.

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ALEXANDER McCLURE SCHOOL, Philadelphia, Pa. *Wainscoted with SALT GLAZED BRICK, Shade 124*  
J. H. Cook, Architect, Philadelphia, Pa. *Manufactured by The H. V. F. C. Co., Nelsonville, Ohio*

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By using **Salt Glazed Brick** instead of enamel brick, 50% of the cost is saved, a better wall is obtained and one that will not peel off or chip at the slightest rap as does enamel brick. Easier to clean, looks nicer, more permanent.

**Salt Glazed Brick** is known to be the best facing material on the market, besides being the least expensive for a handsome looking wall.



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We have the best clay for salt glazing.  
We employ the best equipment in manufacturing.  
We use greater skill in preparation of the clay, drying and burning.  
We understand thoroughly the art of salt glazing.  
We are progressive and follow progressive methods.

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Special Proposition, Also For Our  
Large Illustrated Catalog.*

**The Hocking Valley Fire Clay Co.**  
NELSONVILLE, OHIO

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*the only five-ply*  
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☐ Five-ply Utility—meaning five layers of fibre board cemented with four layers of asphalt—is heavier, stiffer and much more enduring. Let us send specimens. Write today.

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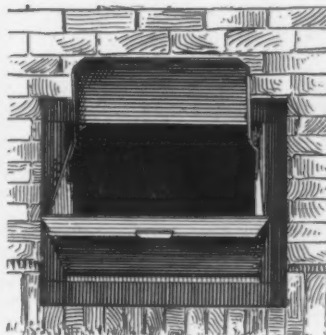
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Every building in your town needs a Kewanee All-Steel Coal Chute, and someone is going to make a corking good profit handling them.

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Kewanee, Illinois

# A High Class Money Maker for the Dealer to Handle

The selling possibilities of **Excelsior Caen Stone Cement** are causing dealers all over the United States to add this valuable product to their building material stock.

## Caen Stone Cement

### A DESCRIPTION

Caen Stone was first quarried near the City of Caen, in France, and its fine texture and light buff color appealed to many architects as early as the 15th and 16th centuries.

French Caen Stone has been imported and used in this country in former years, but to a limited extent only, due to many delays, etc., as well as the high cost. But today, owing to the great international conflict, it is impossible to ship from France, and therefore the American product, **Excelsior Caen Stone Cement**, the only obtainable material of this type, is experiencing an enormous demand.

Excelsior Caen Stone Cement is a highly successful substitute for French Caen Stone. After being applied and pointed off it is in every respect an exact reproduction of the quarried stone, absolutely fulfilling the essential requirements of durability, texture and color. Its principal ingredient is a finely powdered stone which is in effect an American Caen Stone. No artificial coloring is used. It is a free working plastic material that can be readily applied by any first class plasterer and produces an artificial stone wall practically indistinguishable from real quarried stone, at only a fraction of the cost.



Excelsior Caen Stone Cement is made **Slow Setting** for plain surfaces and **Quick Setting** for cornices and castings. It is especially adapted for walls and ceilings of churches, court houses, club rooms, hotels, schools and residences. Excelsior Caen Stone Cement has been in successful use for a number of years.

Its use in the leading clubs, state buildings, residences, etc., where the practical tests of time and results have made for it a lasting reputation, is the proof of its success. And when added to this are good profits, large sales, and the guarantee of the manufacturers, **Excelsior Caen Stone Cement** becomes a product which, as a business proposition, no dealer can afford to be without.

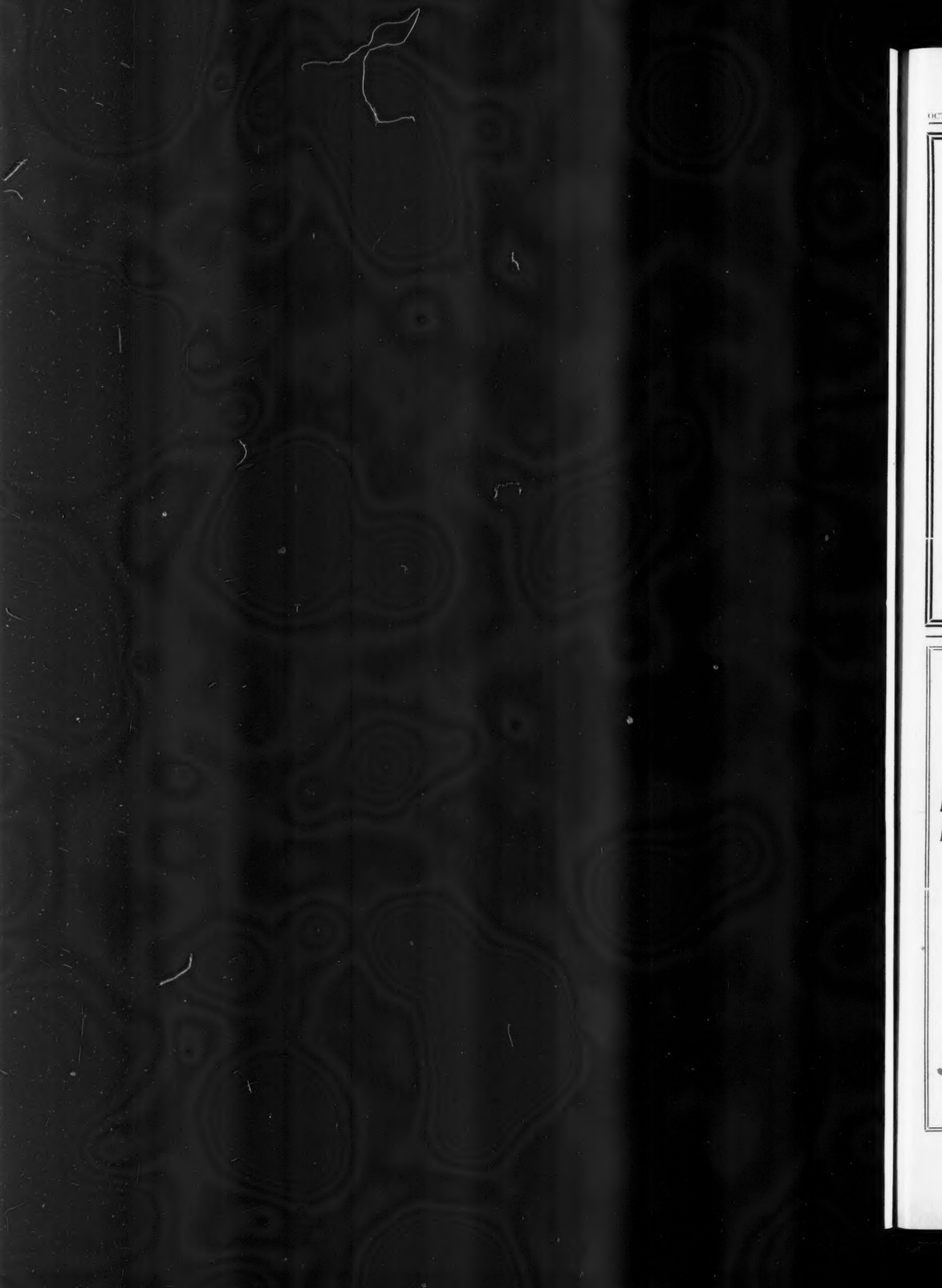
*We will be glad to explain EXCELSIOR CAEN STONE CEMENT to any dealer, and urge you to write for complete information on this valuable product.*

**The Cleveland Builders Supply Company**  
LEADER-NEWS BLDG., CLEVELAND, OHIO

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*The Permanent Base For Plaster and Stucco*

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Send For Booklet 293

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The Largest Lime Plant Individually Owned  
in The Central States

**Marion Lump Lime in Bulk**  
**Marion Lump Lime in Barrels**

**Mason's Hydrate Clover Leaf Brand**  
**Finishing Hydrate Star Brand**

**Agricultural Lime All Kinds**

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QUICK SERVICE

**John D. Owens & Son**

Owens, Marion County, Ohio

**IF you knew  
positively that**

you could free yourself from further bag trouble, and all delays and waste of money, you certainly would take steps toward that end. The Bates System Valve Bagger with valve paper bags for sacking Cement, Lime, Plaster, Alca, Ground Stone, etc., will do the work you want automatically and accurately fill and weigh every sack. 150 tons per day of lime—one machine.

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TOLEDO, OHIO

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NIAGARA FALLS, ONT., CAN.

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Constructing "SACKETT Built Walls"  
SACKETT Plaster Board and U. S. G. Wall Plaster

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by selling SACKETT Lathing—the successor to wood lath. The builder gets better value—the kind of service that helps win trade and increase prestige.

There are big possibilities for SACKETT Lathing in every market.

Better investigate now—besides its advantages there's an aggressive sales campaign behind SACKETT that makes it too important for you to ignore.

**United States Gypsum Company**

New York Cleveland Chicago Minneapolis Kansas City San Francisco



## As the Trade Ordains

**Red Ring Portland Cement**

*Quantity*

*Service*

*Quality*



*Above Standard*

*Specification*

*Requirements*

**Thru The Dealers**

SALES  
OFFICE:

**St. Louis Portland Cement Works**

LIGGETT BUILDING  
St. Louis, Mo.

Tell 'em you saw it in ROCK PRODUCTS AND BUILDING MATERIALS